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# Publishers' Weekly

## THE AMERICAN BOOK TRADE JOURNAL

WITH WHICH IS INCORPORATED

The American Literary Gazette and Publishers' Circular.

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Vol. XCI, No. 19

NEW YORK, May 12, 1917

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By Irving Bacheller

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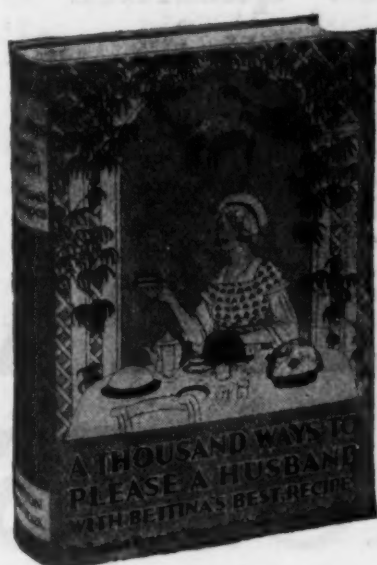
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☞ Everything points to an extraordinary sale of this book. It is quotable---it is funny---it is moving---and it rings true!

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# Summer Books and the Selling Trade

**T**O keep things moving this summer we suggest your circulating a liberal lot of the **SUMMER READING** number of **THE PUBLISHERS WEEKLY**, especially prepared for booksellers, with imprint on cover. A goodly number of dealers depend every year upon this attractive presentation of the best books of the season in fiction, travel and adventure, to keep in touch with their old customers and to attract new ones.

## "SUMMER READING"

(with Your House imprint on Cover)  
can be had for the bare cost of paper and presswork.

100 copies, with imprint,	.	\$5.00
250      "      "      "	.	11.25
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 **A SUGGESTION:** Mail them to all the Summer hotels and homes in your locality and watch the effect! Write early for a supply as none can be had after May 22.

**THE PUBLISHERS' WEEKLY**  
241 WEST 37th STREET :: NEW YORK



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May 5, 1917

### PUBLISHERS, BOOKSELLERS

*Everybody interested should attend the annual meeting of the American Booksellers' Association, Hotel Astor, New York, May 15th and 16th. Final arrangements make this an open meeting for all who may be interested. Problems of vital importance to all engaged in bookselling will be discussed. Your presence and counsel are needed. Come yourself. Send any of your assistants that you can.*

*Let us make this a big, vital business gathering that will make for better book-selling. Come prepared for two solid days of real work.*

*Ward Macauley.*

*President, American Booksellers' Association*

*Through the courtesy of the management of the Hotel Astor, the East Ball Room has been placed at the disposal of the Association for the various sessions. Out of town guests will find the Astor a most comfortable and convenient place during their stay in New York.*

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# A Place in the Sun

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By the author of "The Career of Dr. Weaver," etc.

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The remarkable story of a young Hungarian girl who is sustained in her struggles against the disadvantage of her birth by a burning faith in the great American ideal—that here in the United States every one has a chance to win for himself *a place in the sun.*

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**"The Girl From the Big Horn Country"**

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By MARY E. CHASE

*Everybody will enjoy this novel for its freshness, its novelty and its  
inspiring glimpses of life with nature*

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By

**The Page Company**

63 Beacon St.  
Boston



## The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

May 12, 1917

The Editor is not responsible for the views expressed in contributed articles or communications.

Publishers should send books promptly for weekly record and descriptive annotation, if possible, in advance of publication.

For subscription and advertising rates see first page of Classified Advertising.

*"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.*

### AN OPEN CONVENTION—COME EVERYBODY!

It has been wisely decided that the coming convention of the American Booksellers' Association will again be an open one, at which all members of the book-trade, publishing as well as distributing, are invited and urged to be present and participate in the discussion, tho of course only members of the Association can have the right to vote.

We are especially glad to make this announcement for two reasons—because the present is the time in which all the efforts of every profession should be concentrated for a pull together in this crisis of national life and world history, and because publishers, as such, have a vital interest in the business welfare of the distributors of their goods and have at present no organization of their own within which publishing and distributing methods can be discussed. We hope therefore that the convention in a serious spirit will address itself with unanimity of purpose to making a united book-trade an effective means of appealing thru the wide circulation of patriotic books to the national spirit, and of promoting higher ideals of national life.

Such a convention should be a first step—and a long stride—toward a better and wider organization of the American book-trade, perhaps with conventions or conferences somewhat on the model of those held in European countries, of which the French Congress has been an excellent recent example. The American Publishers' Association, tho it had not attempted to fix prices or to stifle competition, was discouraged by court decisions because any associated attempt at price maintenance has been construed as contrary to the anti-trust laws. It is to be hoped that later legislation will remove this difficulty, but meantime there is no reason why

publishers should not meet together in co-operative council with respect to many questions on which comparison of views and method, if not concerted action, would be vitally helpful.

If we adopt the foreign method, including the publishers in one section and the retailers in another, they might hold their separate conferences contemporaneously, with joint sessions for discussion of such decisions of either body as had a common bearing on the interests of both. But this is matter for the future and we hope that the future will bring about the co-operation in which the American book-trade is now sadly lacking.

We therefore urge every member of the trade who can, and particularly the heads or representatives of publishing houses to whom cordial invitation has been given by A. B. A. officials, to come to the Convention both to listen and on occasion to speak their minds. The action of the Association should be cordially reciprocated by those invited to participate thus in its deliberations, and we trust the invitation will neither be rejected nor neglected.

WAR must be paid for, and "pay as you go," so far as practicable, is a good policy in taxation as elsewhere. Every man in the country should accept his share of increased taxation without grumbling, and every profession or calling should meet the demands upon it without flinching, so long as these are fair and wise. Publishers and booksellers should take their share, and unnecessary criticism should not be made. But we cannot think the proposed postal taxes either wise or fair, as applied to second-class matter. The immediate increase of the one-cent bulk rate to 2-6c. per pound will bring actual loss to many periodicals and bankrupt some. Moreover, to placate dailies by keeping the present rate, and country papers by retaining the abuse of "free county distribution," and actually to reduce postage on philanthropic periodicals, all this at the expense of other periodicals and of taxpayers, is absolutely inequitable and unjust, and the postal section of the revenue bill increases the complexities and complications of present postal administration instead of simplifying and bettering them. We have authoritative word that the scheme was not the result of recommendations of the Post Office Department but originated in the House Committee. Publishers should at once take steps to be heard, and to make strong en-

deavor in the Senate to obtain a more sensible schedule. This should not mean opposition to a fair increase of rate but simplification in the interest of business and revenue. Perhaps the best that can be expected is a rate of one cent or more at the post office of origin or for a first zone within the fifty mile radius of the present parcel post first zone, an increased rate to 2c. in a second zone, within the radius of a thousand miles of the fifth zone of the parcel post, and an increased rate of 3c. beyond a thousand miles, applicable to all periodicals, daily, weekly, monthly or quarterly, country or city. With this should come simpler instead of more complicated conditions of registration and transmission. It is questionable whether the increased rate of a cent each on letters and postcards will not diminish the postal business to an extent that will practically nullify the expected revenue. Publishers and business men who now send circulars in a closed envelope, will be likely to mail them at the one-cent rate for printed matter, and the general use of reply postcards will be seriously checked.

A CONCRETE instance of how well it pays the bookseller to be on the lookout for lectures and meetings at which he can make special book exhibits is furnished by a recent experience of the Sunwise Turn Book Shop in New York. Three lectures on gardening were given at a prominent club and the Sunwise Turn prepared for each lecture an exhibit at the club of various books on the special subject of the day, including of course the books mentioned by the speaker. The first day, after a good deal of hesitation on the publisher's part, the shop was "allowed" to call for and take to the club twenty-five copies of a \$4.50 book. Much to the publisher's surprise every one of the twenty-five copies was sold on the first afternoon—as well as fifteen copies of a \$2.50 book and several copies of a cheaper work. Needless to say, no hesitation was shown by the publishers when books were requested for the second meeting a week later—in fact, the publishers gladly delivered the books this time, more of them than the shop asked for. At this second meeting some eight titles were displayed and twenty-seven books sold. In addition to this—and this feature alone would repay the shop even tho no books were sold—some two hundred well-to-do people at each of the three meetings learned about the Sunwise Turn and the service it is attempting

to render. Many wrote down the name and address and promised to drop in, while one woman announced that her visit would mean the sale by the shop of Bailey's six volume "Cyclopedia of Horticulture" which sells at \$6 a volume.

WE are glad to second urgently the suggestion of the Associated Advertising Clubs of the World that publishers of books relating to business and cognate subjects should send copies of their publications on these topics for inclusion in the exhibit of business books which will be made a feature of the great convention of advertising men at St. Louis the first week in June. St. Louis is putting all her municipal facilities at the service of this convention. It is intended to include all the business books in the catalog of 1600 prepared by the Newark Public Library and published by the H. W. Wilson Co., but as this did not give the names of publishers, those who have the conference in charge have found it difficult to make specific requests to publishers, giving actual titles. But books in any way relating to business are desired. Books should be sent to James N. McKelvey, Building Commissioner, City Hall, St. Louis, and should be marked "Educational Exhibit." It is probable that this exhibit will be brought to the American Library Association convention at Louisville the last week in June, for exhibit there, which will make it of double exploitation value to publishers.

#### TECHNICAL BOOKS—A CHALLENGE TO THE BOOKSELLER

BY R. S. LYND

Now that the retail book-trade is devoting so much attention to the problem of direct sales by publishers, the technical book business, which has gone far in the last few years toward becoming entirely a mail order business, naturally suggests itself as a most obvious point for its attack on the problem. Strangely enough, however, the technical book phase of the question has not seemed to come in for so much of the booksellers' attention—if that attention is correctly reflected by the gossip here and there in trade circles—as have the general books, including fiction, of the so-called "regular" publishers. And yet there is no question but that the percentage of the technical publisher's output sold "direct" far and away outbalances the percentage of the "regular" publisher's direct sales. One technical publisher places his trade sales as only about a quarter of his total—and he publishes a number of books with a decidedly popular appeal, at that—while another, with a somewhat more severely technical list, states that



the trade sales of his house are either a "negligible factor" or around fifty per cent., according to whether one means by "trade sales" sales thru regular booksellers alone or sales thru regular booksellers plus college bookstores, which last, while their orders bulk large, are scarcely more than order depots. Alongside such figures, the one or two or three or six or eight per cent. of direct by mail sales of the average "regular" publisher shrinks into insignificance.

The reason the problem presented by the technical book does not strike the bookseller more forcibly is that he is already tacitly, if not openly, abandoning the technical book field and striking it from his sales horizon. He is disgruntled with the publisher because of the latter's short discounts; and because of the very success of his direct methods, the publisher is disgusted with the bookseller and becoming more and more independent of him. The result is a tangle for which the publisher refuses to take the responsibility, and the solution of which must come thru the bookseller—if indeed there is to be a trade solution!

Prior to 1909, technical publishers gave discounts which ranged from one-third to forty per cent. off. The bookseller, however, generally gave away fifteen or twenty per cent. of this discount to his customer. The result was complete demoralization of the business, because the publisher himself also began to give discounts to retail purchasers all over the country. The McGraw-Hill Book Company was formed in 1909, and concluded that it was absolutely necessary to make all books net, and accordingly reduced the trade discount, as the only means of insuring the maintenance of net prices. Wiley and Van Nostrand followed suit, making their books net, with a few exceptions, and shortening discounts to the trade.

Since the introduction of these shorter discounts, and on account of the comparative indifference to the technical publishers' lines which they have bred in the bookseller, the progress of direct by mail selling of technical books has been rapid. Its progress has been helped along by the ever louder contention of the technical publishers that the bookseller simply does not reach the market for his books. Engineers in mining companies, in field work on railroads and in most of the important construction work of the country are frequently not located near a bookstore, and must of necessity, the publishers claim, use the mails. Then, too, large numbers of engineers and skilled workmen are employed by manufacturers whose plants are generally in the suburbs or the outlying districts, and have no opportunity to go to the local bookstore except evenings, when few bookstores are open. "When does the plumber ever have time to get into a bookstore?" one publisher asked.

The slogan of the technical publishers today has become then: "The parcel post makes your desk your bookstore." This direct by mail business began in real earnest when

the McGraw-Hill people began sending their books out on approval, postage paid one way. All one need do to secure the privilege of having any volume or volumes on the McGraw list delivered free at his door for ten days' inspection is to fill out the following card:

#### McGraw-Hill "ON APPROVAL" LIST

(For explanation and rules see over)

Name .....  
 Mail Address .....  
 Business .....  
 (If associated with any Company give name of Company.)  
 Member of following Eng. Societies: .....  
 Regular subscriber to paper checked:  
 American Machinist—Electric Railway Journal—  
 Electrical World—Engineering Record—Engineering and Mining Journal—Power—Metallurgical and Chemical Engineering—Coal Age—Engineering News—Railway Age Gazette—Signal Engineer.  
 Reference .....  
 (Not required with above.)

I am especially interested in books on.....

The operation of the system is explained by the publishers as follows:

"When we put your name on our 'approval' list we give you the right to order any book published by us for 10 days' free examination, subject to the following rules:

"1—You agree to pay for the books or return them prepaid in as good condition as you receive them, within 10 days of receipt.

"2—No books will be sent 'on approval' outside of the United States.

"3—This offer applies only to books published by us. We do not catalogue or advertise any other books. We sell them but we cannot ship them 'on approval' or guarantee them.

"4—The order must be sent direct to us—not through agents or booksellers. The offer applies only to retail customers, not to booksellers or agents purchasing for resale."

This McGraw "on approval" plan has met with such success that the other publishers have taken the cue from them, forced to do so to meet their competition, they claim, while Van Nostrand has not only prepaid postage one way, but has "raised the ante" by offering to pay postage both ways. Thus the snowball grows as it progresses!

The mailing lists of the technical publishers each carry from fifty thousand to three and four times that number of names. Post cards inviting readers to check the subjects in which they are particularly interested are slipped into all new books as they come from the bindery and in this and other ways these mailing lists are constantly being recruited. An instance of what is done with a single book is furnished by one house which sends out from fifteen to twenty thousand circulars on a single book, thereby reaching about one-fifth of its list; from these fifteen to twenty thousand circulars a minimum of five hundred sales will be secured and the figure will probably run considerably above that. Another house sends its general catalog and occasional bulletins to a selected list of some eighteen thousand names. If nothing is heard from a prospect for a year his card is transferred to a secondary list of less live prospects and he is thenceforward sent only the general catalog until he is either moved up again into the preferred list or dropped entirely.

As a general rule technical publishers put

considerably more emphasis on circularizing than upon advertising in technical journals and other mediums, tho the McGraw-Hill Co., while conducting perhaps as extensive a circularizing campaign as any other technical house, places almost as much emphasis on its technical paper advertising. This is, of course, in part due to the close relation between the McGraw-Hill Book Co. and the excellent string of McGraw-Hill technical periodicals. All the McGraw ads. carry the familiar "free examination coupon" at the bottom.

Nor is this on approval by mail method so fraught with losses as one would suppose: The publishers all give the losses from crooks as very slight, due of course to the high grade of the men in the engineering field and to the check which the above application card for books on approval gives them. Even assuming, however, that the loss from crooks and the incidental costs of this circularizing and by mail service cost the publisher about ten per cent. of his gross receipts—and this estimate is not far wrong,—and assuming that nine out of every ten books sent out on approval stay sold—and this again is, we are told, a fair average—the case would seem to be much as one publisher put it: "So," he said, "on this basis a technical publisher is certainly no worse off than if he went thru the endless trouble of dealing thru the trade at twenty per cent. off and considerably better off than if he offered the trade twenty-five, thirty or a third off and he sells just as many, and even more, books with a minimum of fuss and bother."

Just what is the extent of the retail trade in technical books to-day? Roughly speaking, this business has dwindled until now it is practically confined to a half-dozen stores: the Old Corner in Boston, the Philadelphia Book Co. in Philadelphia, Van Nostrand in New York, McClurg in Chicago, Kendrick-Bellamy in Denver and one or two others. As stated above, one house gave its trade sales as a quarter of its total, while another termed its sales thru regular bookstores, exclusive of college bookstores, a "negligible factor." Just what certain of the "live wire" general stores thruout the country are doing in regard to technical books is only too well shown by the books of one of the most progressive publishers; they reveal monthly totals of from ten to thirty dollars in the case of one bookselling "high spot" in the Middle West, twenty-five dollars to forty-five dollars in another (one of the best stores in the country, too), and so on. Detroit is a good example of how little of the real business in technical books the bookseller really gets: One publisher actually sells 3000 copies a year of a single technical book on automobiles in Detroit, while the business of the leading local bookstores in this publisher's entire list amounts to a very small figure. "So you see," one publisher said, "outside of a few 'good bets' the trade business is mainly 'chicken feed.'"

The Old Corner Bookstore in Boston deserves special mention because it has made a

determined bid for the technical business in its field. An effort has been made to get those interested in technical books to drop into the store regularly to look over the new stock. A salesman familiar with technical subjects was put in charge of the stock and special lists and exhibits were sent to local scientific clubs and meetings. Sales naturally jumped under this intelligent handling. "Of course, the Old Corner is worth the publisher's while," one publisher declared, "but we venture to say that even now we sell as many books direct in the Boston territory as they do." Another publisher with a less optimistic view of the retail trade protested that while of course the Old Corner Store's business with them increased under these methods of promotion, it had not increased any more than the increase in the publisher's own direct business in the same territory had, and "not enough to make them a real sales factor"—tho one cannot help wondering if there was not some connection between the increased activity in the bookseller's sales and the jump in the publisher's own sales in that territory!

Now the curious thing is that while the technical publishers claim to have tried the booksellers and found them wanting, they are in some instances making retail sales thru various other mediums. An interesting example of this sort of specialized trade outlet is furnished by a dealer in mechanical drawing instruments and similar articles in a large city whom one publisher seems to have cornered as a private outlet—greatly to their mutual profit. The publishers began by "taking a flier" on ten copies of a rather expensive book which they sent the dealer with the suggestion that he send them out on approval by messenger to likely prospects. The dealer sold not only these ten copies but forty more besides. Needless to say, the publisher is now nursing along this husky infant in every possible way!

The generally short discounts, coupled with the fact that technical books are expensive and relatively slow moving, has helped keep down the retail trade's enthusiasm for them. Discounts range from a fifth to a quarter, and only very rarely to a third or better. One house gives twenty off on pick-ups, with a higher rate on monthly orders of one hundred dollars or better; an effort was made in this way to encourage regular "depositories" of a publisher's list, but this system has not proved very satisfactory. Another house has given twenty-five off on pick-ups and more on quantities—tho this has recently been shaved down somewhat on account of recent manufacturing increases. In the medical field one publisher has recently gone after retail trade with an offer of one-third off on ten of any of its books and a third and five on twenty-five.

The placing of books on consignment, tho far more common than the on approval plan with medical publishers, is becoming less and less usual with the technical publishers, as they draw more and more into their shells and rely on direct sales methods. A



general objection by technical publishers to the "on sale" proposal is that since technical stock is so expensive and slow moving the returns would bulk relatively high, at least under present bookselling conditions and thus cost the publisher heavily. One publisher pointed to a five dollar manual which cost his house \$37,500 to publish: "With that investment we can't afford to take any chances on our sales outlet," he explained, "and just to show you what we are doing with it, we sold 11,000 of those the first year and expect to sell 15,000 this year."

There is, of course, a certain amount of returned stock even on goods not sent out "on sale," and the technical publisher claims that the nuisance and constant bickering over this stock has helped to make him impatient of the bookseller. One publisher cited an instance of one of the most progressive houses in the Middle West which placed a substantial stock order three or four years ago and shipped practically the entire lot back at the end of the year. "And mind you, they demand the return of the books as a right," he exclaimed, and launched forthwith into a protest against the "nasty" tone of the trade's letters. "We could well afford to increase our discounts to encourage the bookseller," he concluded, "but we're actually considering doing just the opposite and cutting them down to discourage the retailer, just because his business is more trouble than it is worth."

This latter undoubtedly represents an extreme attitude; but nevertheless it just about represents what the issue has narrowed down to now so far as the bookseller is concerned: can the bookseller make the bother of his business worth the publisher's while? The direct by mail business in this line has become so firmly rooted that the majority of the publishers are coming to regard technical books as in the same category with law books and medical books—outside the bookseller's domain. "If the booksellers want to get our co-operation in any extension of the present retail selling system," is the attitude of at least three of the most prominent firms, "they'll have to show us that it's worth our while."

#### PROGRAM OF BOOKSELLERS' CONVENTION

FOLLOWING is the program of the coming convention of the American Booksellers' Association at the Hotel Astor in New York on May 15 and 16, as finally approved by the president of the association this week. Two special features of the program are the series of papers by four women booksellers, every one of whom is doing interesting and original work, and the innovation of the round-table discussions on Wednesday morning, at which the booksellers will break up into three groups for intimate discussion of department store, juvenile department, and general bookstore problems:

Tuesday morning, May 15: 9.30, Registration; 10, President's address and committee reports; 11, Discussion of "Direct Selling" by

Publishers," by Chas. E. Butler, of Brentano's; 11.30, "Training the Selling Force," by Jos. J. Estabrook, of Hochschild, Kohn & Co., Baltimore; 12.30, Adjournment.

Tuesday afternoon: 2, "New Channels of Bookselling"—(1) Miss Priscilla Guthrie, of the "Book Shop," Pittsburgh; (2) Miss Catherine Cook, of the Open Court Publishing Co.; (3) Miss Bertha E. Mahony, Moys' and Girls' Book Shop, Boston; (4) Mrs. Mary Mowbray-Clarke, of the Sunwise Turn Bookshop, New York; 3.15, General discussion of the Board of Trade's Direct Selling Resolution; 4, Discussion of other vital trade problems; 4.45, Adjournment; 5, Meeting of committees.

Wednesday morning, May 16: 9.15, Round-table discussions of store problems. Three groups meeting in separate rooms. Meet with your group and contribute from your ideas and experiences: "Department Store Problems," Louis A. Keating, of Frederick Loeser & Co., presiding and leading the discussion; "Juvenile Department Problems," E. W. Mumford, of Penn Pub. Co., presiding and leading the discussion; "General Bookstore Problems," I. W. LeGallez, of Geo. W. Jacobs Co., presiding and leading the discussion; 10.30, Report of the Resolution Committee and general business.

Wednesday afternoon: 2, Report of Nominating Committee and election of officers, general business and discussion of pressing trade problems; 5, Final adjournment.

#### FIRST AND SECOND CLASS MAIL INCREASES IN PROPOSED REVENUE BILL

BOTH first and second class mail increases are included in the war revenue bill approved by unanimous vote of the House Ways and Means Committee on Tuesday of this week. In its present form the bill aims to raise \$70,000,000 from first class mail thru an increase of one cent an ounce in letter rates and of one cent in postcard rates, while \$19,000,000 will be raised on second class matter as follows:

After June 1 next the zone system applicable to parcel post shall apply to second class mail matter, with rates of postage two cents a pound or fraction when for delivery within the first, second or third zones; four cents within fourth or fifth, five cents within sixth or seventh, six cents for delivery within the eighth zone. It is provided, however, that postage on daily newspapers when deposited in a letter carrier office for delivery by its carriers shall be the same as at present; copies now entitled to free circulation in the mails within the county of publication shall retain that privilege, and the Postmaster General may require publishers to separate for zones in mailing. Newspapers mailed to subscribers from an office other than that of publication shall pay the same rate as if from its office. Religious, educational, agricultural, labor or fraternal publications, not issued for profit, shall pay half-cent a pound, irrespective of zones, except that when they are deposited in a letter carrier office for delivery by its car-



riers the rate shall be the same as now provided by law.

It was planned to bring the bill up for discussion in the House on Thursday of this week, while the Senate Finance Committee was to begin public hearings on the bill on Friday with a view to being ready to report soon after the House acts.

#### PHILADELPHIA COURSE IN BOOKSELLING ENDS SUCCESSFUL YEAR

THE course in bookselling and library training at the William Penn Evening High School was recently concluded and it is now possible to gauge rather accurately the results of the year's work. None of the graduates of the course had any difficulty in securing a position; of the thirty-six enrolled thirty are now employed in either bookstores or libraries, the remaining six having independent means and living at home. One member of the class has been made manager of a local bookstore during the absence of the regular manager; two are to fill summer positions at the Chautauqua Book-shop; and six others are distributed among the libraries of the city. Most significant of all, perhaps, as an evidence of the actual worth of the course to both employer and employee, the salaries of the bookstore clerks who took the course are said to have been increased in every case.

Training in bookselling bids fair to be a permanent thing in Philadelphia. The course at the William Penn Evening High School will re-open October 1 and ten registrations have already been made. Twenty members of the Philadelphia Business Women's League who are employed in bookstores tried earlier in the spring to arrange a second course of twelve weeks during April, May and June, but Miss Graham, the instructor in the regular winter course, was unable to take on the work at the time.

The account of the work of the Philadelphia school in the PUBLISHERS' WEEKLY for March 10 has aroused wide comment thruout the country. Both the School of Pedagogy at New York University and the Woman's Educational Union of Boston wrote for further information about the school with a view to including such training in their respective curriculums, while the Vassar College Library wanted to know more about the library training side, and one publishing house actually had the temerity to ask the instructor in the course to answer for them the several hundred questions in the papers reprinted in the WEEKLY. A number of bookstore proprietors and clerks have also written Miss Graham for more of the syllabi and examinations given in the course and for advice as to the best means of acquiring the training necessary to answer the question.

#### NEW YORK HIGH SCHOOL TO CONDUCT COURSE IN BOOKSELLING

FOLLOWING the lead of Philadelphia in introducing instruction in bookselling into the public schools, New York is now to have a

regular course of this sort at the Julia Richman High School at 60 West 13th Street. While the course will be given in the day-time and is intended primarily for students in the school, those already in the trade will be welcomed to the classes provided they can fit into the schedule. The plan is to have a course of forty weeks. The first twenty weeks will be devoted to a survey of American and foreign literature, wholly from the bookseller's standpoint and with reference to the demand in a bookstore. Based upon this instruction in literature there will be training in the classification of books, indexing, cataloging, use of reference books, preparation of bibliographies and similar work essential to both those who take up bookselling and to those who may be candidates for a library training school. The second twenty weeks will be devoted to the purely trade side of bookselling, namely, store organization, advertising, sales problems, card cataloging of customers, etc.

The course is in a sense an outgrowth of the school which has been conducted by Mr. Huebsch in New York City during the past few years, for Miss Margorie Gordon, who with Miss Marie B. King will conduct the classes, has attended the school at the Y. M. C. A. for two years and the plans for the Julia Richman High School course have in part taken shape in the course of her work there.

#### FIVE YEAR CUMULATION OF "ENGLISH CATALOGUE" READY

THE ninth volume of the "English Catalogue of Books," just published, is a cumulated volume covering all works published in the United Kingdom during the years 1911-15 inclusive. It records in its 1581 pages over 57,500 works under some 120,000 author, subject and title entries. In addition to the regular list in the main body, the publications of learned bodies are included in a special appendix, and, as usual, the street addresses and cable addresses of English and American publishers are also given. The "English Catalogue" is handled in this country by the Office of the PUBLISHERS' WEEKLY, the price of this cumulated volume being \$25.

#### ST. LOUIS BOOKSELLERS ENDORSE DIRECT SALE RESOLUTION

THE booksellers of St. Louis have drawn up the following resolution favoring the action of the Board of Trade of the American Booksellers' Association in the matter of the direct sale of books by publishers and jobbers:

The St. Louis booksellers do heartily endorse and approve the resolution adopted by the Board of Trade of the American Booksellers' Association, January 30, 1917, as printed in the PUBLISHERS' WEEKLY for February 3, 1917.

Be it resolved that a copy of this resolution endorsing the action of the Board of Trade of the American Booksellers' Association be sent to Mr. Charles E. Butler, Chairman of said Board of Trade.

PRESBYTERIAN BOARD OF PUBLICATION,  
AMERICAN BAPTIST PUBLICATION SOCIETY,  
BLACKWELL-WIELANDY BOOK & STATIONERY CO.,  
FAMOUS & BARR CO.,  
STIX, BAER & FULLER DRY GOODS CO.,  
SCRUGGS-VANDERVOORT-VARNEY,

# BOOK-TRADE ASSOCIATIONS

## SPECIAL BULLETIN TO MEMBERS OF THE AMERICAN BOOKSELLERS' ASSOCIATION

PRESIDENT MACAULEY has issued the following final bulletin to the book-trade regarding the coming convention:

"The national crisis has made necessary a change in the plans for our annual meeting. The Boston committee, while willing to proceed, strongly recommended postponement of the convention. It must be borne in mind that Boston's plans contemplated quite elaborate social activities, which under present conditions might seem out of place, and would moreover prove difficult of accomplishment. Several of the men most active in Boston's plans for our entertainment are prominent in naval and military organizations, which are demanding their services for a considerable portion of their time. Careful consideration led to an agreement between the Boston committee and your officers that the convention, considered as a festive social as well as business gathering, should under the circumstances be postponed, Boston holding the privilege of providing the planned program at the first convention under normal conditions. On the other hand, the great body of sentiment among the officers of the association and among many members who could be reached was very strongly against postponing or eliminating our usual annual meeting, with the important business there is to be transacted and the vital problems there are to be discussed. It was decided that the annual business meeting would be most widely attended and would prove most successful if held in New York. Accordingly, a call is hereby issued to all members of the association for the annual meeting to be held May 15th and 16th in the city of New York, at the Hotel Astor. Every member of the Association who had planned to go to Boston should be with us in New York. By so doing he recognizes the importance of the work of the Association, and, given a representative attendance, this annual meeting should prove the greatest business gathering in our history. We appreciate and enjoy the good-fellowship of our social occasions, but after all, the purposes of our organizations must be worked out in the program of the business session. As far as work is concerned, we must not sacrifice one iota because of the change in plans. New York, May 15th and 16th. Annual meeting American Booksellers' Association. A program for real business betterment."

# POSTAL NOTES

## PARCEL POST TO DENMARK AND SWEDEN SUSPENDED

THE Postmaster General has sent out a notification that the parcel post service from the United States to Denmark and Sweden has been suspended until further notice, owing to the lack of transportation facilities. Parcel post packages for Denmark and Sweden will not be accepted for mailing and any which have been mailed or which may be

mailed inadvertently will be returned to the senders.

# OBITUARY NOTES

MRS. RUTH MCENERY STUART, famous for her negro dialect stories and jingles, died in New York City, May 6 in her fifty-seventh year. Mrs. Stuart was born in Avoyelles Parish, La., and lived in the South until 1891. Her works all reflect the life of the South. Her first story was published in 1888, after which she devoted her time to literary work, especially to dialect tales. She was the author of "A Golden Wedding and Other Tales," 1893; "Carlotta's Intended," 1894; "The Story of Babette," 1894; "Solomon Crow's Christmas Pockets, and Others," 1896; "Sonny," 1896; "In Simpkinsville," 1897; "Moriah's Mourning," 1898; "Holly and Pizen," 1899; "The Woman's Exchange," 1899; "Napoleon Jackson," 1902; "George Washington Jones," 1903; "The River's Children," 1904; "The Second Wooing of Salina Sue," 1905; "Aunt Amity's Silver Wedding," 1908; "Sonny's Father," 1910; "The Haunted Photograph," 1911; "Daddy Do-funny's Wisdom Jingles," 1913; "The Cocoon," 1915.

CAPT. THOMAS ARTHUR NELSON, senior member of the house of Thomas Nelson & Sons, New York, London, Edinburgh and Paris, was killed by shell fire about the middle of April, while on special service on the Western front with the tanks. As an undergraduate at University College, Oxford, Mr. Nelson was a famous football player and, indeed, it is said that if a poll had been taken for the best-liked man in Oxford "Tommy" Nelson would have headed the list. He left Oxford to take his part in the publishing house which bears his name. He worked hard at the business, and under his hands and those of his colleagues it grew steadily. But his life could not be narrowed to one interest. No employer ever gave more thought to the well-being of his employees, and no master ever enjoyed a more whole-hearted popularity. He had a deep interest in all schemes of social betterment, and, being too modest to preach, he was content to practise. Mr. Nelson's one thought from the first day of the war was to give everything he possessed to his country's service. He went to France in September, 1915, where he remained in the thick of things until his death.

# LITERARY AND TRADE NOTES

THE ACTIVITY of the New York Society for the Suppression of Vice has caused D. Appleton & Co. to withdraw "Susan Lenox." A slightly expurgated edition will be brought out.

OF VALUE to accountants, teachers and business men is "Learn to Figure Fast" announced by E. C. Robertson, 1408 Prairie Avenue, Houston, Texas. The book explains the Prewett system of arithmetical short cuts.

BRENTANO'S IS ANNOUNCING a "Vade Mecum for the Use of Officers and Interpreters in the Present Campaign." It is a handbook of French and English technical and military



terms specially authorized for American use by the author, Eugene Plumon.

THE PAGE Co. announces a new edition of "Hypnotism: Its Facts, Theories and Related Phenomena with Explanatory Anecdotes, Description and Reminiscences" by Carl Sextus, a guide to the little understood science, with an exposition of how subjects are influenced.

"SOMEONE AND SOMEBODY" by Porter Emerson Browne is a gay topsy turvy tale in which the dairy-lunch hero falls heir to a million and the Fifth Avenue heroine becomes a waitress in a boarding house. This fairy story for moderns is announced by the Bobbs-Merrill Co.

NOT UNLIKE THE human little heroine of "The Rosie World" is Cecilia Evangeline Agnes Madden, the central figure in Katharine Haviland Taylor's "Cecilia of the Pink Roses" just published by George H. Doran Co. A new author tells this story of a daughter of the tenements who learned to be a lady and didn't turn up her Irish nose at her old brick-laying dad.

A HANDY LITTLE BOOK which informs the automobile owner of what he might otherwise have to acquire by bitter experience is "Legal Points for Automobile Owners" by Leslie Childs, published by J. S. Ogilvie Publishing Co. It gives information regarding defense in arrest for speeding, the law on turning corners, the rights of pedestrians, and various other points of the law with which the car owner or driver should be familiar.

"HIS FAMILY" by Ernest Poole, author of "The Harbor" announced by the Macmillan Co. for May 16 is another unusual study of New York life. By tracing the lives of a middle-aged man's three daughters, each a distinctly different type yet true to the modern trend, Mr. Poole has given a sincere and appealing portrayal of the eternal problem of adjustment between the old generation and the new.

THE YOUNGSTER who reads "The Boys' Book of Policemen" by Irving Crump recently published by Dodd, Mead & Co. will get a well balanced idea of the size of the policeman's job. Perhaps it will make him pause the next time he feels like crossing the street in the middle of the block. For accuracy in his statements, the author has kept in touch with the leading police authorities of New York City.

WITH THE APPROACH of the summer season apprehensive parents will welcome advice in regard to the dreaded infantile paralysis. First aid measures for this disease along with information on other children's diseases are given in a concise and readable form in "The Practical Home Doctor," by Dr. A. F. Voak, recently published by the Britton Publishing Co.

ROBERT W. STATON, of Germantown, advertised in the local papers that he would send a free copy of the "Guide to Books for Patriotic Americans" to "anyone who would phone, write or call." The response was so immediate that he had to send a hurry call to

the PUBLISHERS' WEEKLY to "forward our supply at once as we are having a brisk demand for copies."

AT THIS, the season when suburban life is most alluring, G. P. Putnam's Sons are publishing a practical book on the problems of life in the suburbs. "Success In the Suburbs" by John R. MacMahon, known from his articles in the *Country Gentleman*, deals with buying, building, or remodeling the home, caring for the garden and animals, and other matters of interest to the suburbanite. The author has solved the problems involved for himself.

"THE RESERVE OFFICERS' HANDBOOK" by Captain S. J. Sutherland, of the Twenty-Third Infantry, U. S. A., will be published by Houghton Mifflin Co. May 19. It covers clearly and concisely the requirements for officers and is well illustrated with maps and diagrams. The author has been a company commander at the Plattsburg Military Training Camps since their beginning. At present he is instructor at Camp McPherson, Atlanta, Ga.

THE MILITARY PUBLISHING Co.'s list of text-books for soldiers includes: "Artillery Drill Regulations," "Rules of Land Warfare," "Manual of Interior Guard Duty," "Engineers' Field Manual," "Manual for Non-Commissioned Officers and Privates," "Drill Regulations for Machine Gun Companies" and "Manual for Army Cooks." For sailors this house offers: "Blue Jackets' Manual," "Boat and Deck Book, U. S. Navy," and "Ship and Gun Drill, U. S. Navy."

A LONDON DISPATCH states that there is an acute crisis in the paper trade in Great Britain owing to submarine activities. Several paper mills have been obliged to close and imports in the last few weeks were only 10 per cent. of the restricted amount allowed by the Government. There is no prospect of improvement as every ton of shipping will be needed for food. Paper which before the war cost the newspaper publishers 2 cents a pound is now 9 cents. Many publishers believe that within a month the average newspaper will consist of one sheet of two pages without any advertisements.

#### BUSINESS NOTES

CHICAGO, ILL.—The American Baptist Publication Society has removed to 125 North Wabash Avenue.

MONTGOMERY, ALA.—B. A. Blakey is reported to have succeeded E. C. Fowler.

NEW YORK CITY—Ernest Spanos and Robert I. Willmarth, doing business as the Educational Map Publishing Co., 38 and 40 West 33rd Street, have filed a petition in bankruptcy, with liabilities of \$915 and no assets.

#### AUCTION SALES

MAY 15, AT 2:30 P. M. (One session.) Catalog: valuable library of Thomas H. Canover, including many fine editions of standard authors and a collection of Walton & Cotton's Angler, including the first, second and third editions. (No. 1192; 192 lots.)—Henkels.



## Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. Where not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n.d.]

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Fe. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in numerals, 4°, 8°, etc.

**Alarcón, Pedro Antonio de.** El Capitán Veneno; novela; ed., with notes, Spanish questions, English exercises, and vocabulary, by Guy Everett Snavely. Bost., Allyn & Bacon. [c. '17] various paging por. 12° 65 c.

**American Institute of Architects.** A monograph on the Octagon House, Washington, D. C. Wash., D. C., The institute. no paging il. pls. 4° \$12.50 (subs.)

**American Sociological Society.** The sociology of rural life. Chic., Univ. of Chic. 5+234 p. 8° pap. \$1.50 n.

**Andreieff, Leonid Nikolaevich.** Love of one's neighbor; a comedy in one act; auth. tr. by T: Seltzer. N. Y., F. Shay. c. '14 40 p. D bds. 50 c.; pap. 35 c. Formerly published by A. & C. Boni.

**Annual (The)** register; a review of public events at home and abroad for the year 1916. New series. N. Y., Longmans. 12+226 p. tabs. O \$8 n.

**Attwood, E: Lewis.** War-ships; a text-book on the construction, protection, stability, turning, etc., of war vessels; with numerous diagrams. 6th ed. N. Y., Longmans. 338 p. front. charts plans tabs. O \$4 n.

**Atwell, Rob. King.** First book in general mathematics; diags. by Fk. S. Pugh. N. Y., P. P. Simmons Co. [112 E. 19th St.] [c. '17] 12+257 p. il. 12° \$1.50

**Bacon, Corinne, comp.** Children's catalog of thirty-five hundred books; a guide to the best reading for boys and girls, based on fifty-four selected library lists and bulletins; arranged under author, title and subject; with analytical entries for 700 volumes. White Plains, N. Y., H. W. Wilson Co. 527 p. Q (Standard catalog ser.) \$6

**Bailey, Rev. Alanson Q.** The living sacrifice; readings for the forty days of Lent based on the Prayer of consecration; with an introd. by Bp. C: E. Woodcock. N. Y., E. S. Gorham. c. 180 p. 12° \$1 n.

**Bailey, Carolyn Sherwin, and others.** The way of the gate. N. Y., Macmillan. [c. '17] 18+216 p. il. sq. D (King's highway ser.) 65 c. n.

**Barrow, G: A.** The validity of the religious experience; a preliminary study in the philosophy of religion. Bost., Sherman, French. c. 11+247 p. O \$1.50 n.

Course of lectures delivered at Harvard, which, reversing the usual study of religion, seeks to reach God thru the experience men have of him. Asserts

this to be the natural way and makes a plea for what religion has to say for itself.

**Betten, Rev. Fs. S.** The Roman index of forbidden books; briefly explained for Catholic booklovers and students. 5th ed. St. Louis, Herder. 6+73 p. 16° 35 c. n.

**Billings, Maris Warrington.** Cleomenes. N. Y., J: Lane. c. 378 p. D \$1.40 n.

Romance takes the sculptor Cleomenes for its central figure, and shows him as the rival, first of Festus in politics, and second of Nero, in love. The defeated Festus tells Nero there is a living model for Cleomenes's statue of maidenhood. Cleomenes loves the slave Diana who posed for the marble, and hides her from Nero. Nero tortures Cleomenes and then forces him, a patrician, to fight against a gladiator. The sculptor triumphs only to be further degraded. Diana hears of this, and comes to the palace, apparently to yield to the Emperor in order to save Cleomenes. Unable to move Nero to clemency, she dares tragedy and frustrates his plans.

**Birnbaum, Martin.** Catalogue of an exhibition of sculpture and drawings by Elie Nadelman; with an introduction. N. Y., Scott & Fowles [590 Fifth Ave.] c. 14 p. il. pls. por. 12° pap. 25 c.

**Blatch, Marg.** One hundred and one practical non-flesh recipes. 2d ed. N. Y., Longmans. 80 p. S bds. 50 c. n.

**Boirac, Emile.** Our hidden forces ("La psychologie inconnnue"); an experimental study of the psychic sciences; tr. and ed., with introd. by W. de Kerlor. N. Y., Stokes. [c. '17] 24+302 p. il. pls. O \$2 n.

Author, rector of the Academy of Dijon, presents the results of years of study of the problems of personal magnetism and its control. Work received a prize from the Academie des Sciences, Paris, in a competitive contest.

**Brinkworth, Mary G.** A business speller. Bost., Ginn. [c. '17] 4+76 p. D 25 c.

**Burdick, Arth. Jerome.** Chemical tests for minerals. Beaumont, Cal., Gateway Pub. c. 93 p. 12° \$1.25

**Bureau of Railway Economics.** List of publications pertaining to government ownership of railways. [Rev.] Wash., D. C. [The bureau] 100 p. 8° (Bulletin) pap.

**Carnegie Library, Pittsburgh.** Debate index: 3d supplement, January 1916-March 1917. Pittsburgh, The library. 14 p. O pap. 5 c.

**Carson, Mrs. Norma Bright.** The fairy housekeepers; with il. and decorations by Hazel-tine Fewsmith. Bost., Lothrop, L. & S. [c. '17] 174 p. col. front. sq. D \$1 n.

Shows the features of the changing seasons as the work of fairy housekeepers for good Mother Nature.

**Channing, E:** A history of the United States. [In 8 v.] v. 4, Federalists and Republi-

cans, 1789-1815. N. Y., Macmillan. [c. '17] 8+575 p. maps tabs. O \$2.75 n.

Covers the organization of the government of Washington and Hamilton following the ratification of the constitution, the quasi-war with France, the triumph of Jeffersonian Republicanism and the commercial conflict which ended with the War of 1812.

**Corkery, Dan.** A Munster twilight. N. Y., Stokes. [n. d.] 150 p. D \$1 n.

Stories of South Ireland, pathetic and humorous. *Contents:* The ploughing of Leaca-na-Naomb; The return; Storm-struck; The cry; The breath of life; The lady of the glassy palace; The bonny labouring boy; The spanceled; Solace; Vanity; Joy; The child saint; The cobbler's den.

**Crandall, Lee S.** Pets; their history and care; with il. from life. N. Y., Holt. c. 12+372 p. pls. O \$2 n.

Gives special attention to the care of the more popular pets but covers nearly all animals kept for companionship. Includes suggestions for purchasers and historical accounts of animals.

**Curtin, D. T.** The land of the deepening shadow: Germany-at-war. N. Y., Doran. [c. '17] 337 p. por. D \$1.50 n.

Statement of the truth of conditions in Germany—the result of intimate observations made by the author, a young American correspondent, under dangerous circumstances.

**Dadant, Camille Pierre.** First lessons in beekeeping. Hamilton, Ill., Am. Bee Journal. c. 167 p. il. 8° \$1

**Dana, J. Cotton.** Modern American library economy as illustrated by the Newark, N. J., Free Public Library: The picture collection; rev. and enl. ed. by J. C. Dana and Blanche Gardner. Woodstock, Vt., Elm Tree Press. various paging il. pls. plan diagrs. O \$1.30; pap. \$1

Modern American library economy as illustrated by the Newark, N. J., Free Public Library. [v. 2] How to use a library; a course of study for those who wish instruction that will help them to help themselves, their pupils or their children; written for normal classes, high school classes, librarians and all others interested. Woodstock, Vt., Elm Tree Press. various paging forms O \$1.30; pap. \$1

**Daviess, Maria Thompson.** Out of a clear sky; a novel. N. Y., Harper. [c. '16-'17] 155 p. col. front. D \$1 n.

Modern fairy tale which has the best international ingredient of the old kind—a hero from one country and a princess from another. Thus Céleste de Berseck and Krymm, princess of Belgium, is lost in a forest in Tennessee; there she is pursued by a wicked uncle and rescued by Bob Lawrence.

**Davis, Jos. Stancliffe.** Essays in the earlier history of American corporations. 2 v. Cambridge, Mass., Harvard Univ. charts 8° (Harvard economic studies) ea. \$2.50 n.

**Dawson, W. Ja.** Prayer; the forgotten secret. N. Y. and Chic., Revell. 64 p. 12° 50 c. n.

**Dell, Ethel May.** The hundredth chance. N. Y., Putnam. [c. '17] 10+557 p. col. front. D \$1.50 n.

Deals with the marriage between the aristocratic Maud Brian and Jack Bolton, a trainer of race horses. She accepts him for what her mother considers sufficient reason, while her affections are centered on Lord Saltash, who soon proposes to be the third in a triangle. As matters develop,

Maud endures much and is almost morally shipwrecked. Her husband's rough exterior blinds her to all his good qualities. He on the contrary understands her, and relies on his deep love for her. It is the hundredth chance, his sporting instinct tells him; he stakes everything on it and wins.

**De Zeng, H. Lawrence.** The modern phorometer; including the phorometertrial frame, phoro-optometer, and the rotary cross-cylinder. Camden, N. J., The author. [c. '17] 68 p. il. pls. 12° \$2.50

**Dostoevskii, Fedor Mikhailovich.** Poor people. N. Y., Boni & Liveright [105 W. 40th St.]. [c. '17] 252 p. S (Modern lib.) 60 c. n.

**English (The)** catalogue of books (including the original 'London' and 'British' catalogues); giving in one alphabet, under author, title and subject, the size, price, month and year of publication, and publisher of books issued in the United Kingdom of Great Britain and Ireland. v. 9, January, 1911, to December, 1915; completing the catalogue from the year 1801. [N. Y., R. R. Bowker Co., 241 W. 37th St.] '16 1581 p. Q \$25 n.

Notes over 57,500 works, making with their various entries over 120,000 items. Figures of publications in the last ten years show the vitality of British publishing in normal times and a period of national stress.

**Erasmus, Desiderius [surnamed Roterdamus].** The complaint of Peace; tr. from the *Querela pacis* (A. D. 1521). Chic., Open Court. 80 p. D 50 c.

Timely reprint of the wise old essay in which Peace speaks in her own person, bewailing the calamities which men bring on themselves when they drive her away, and rule not by law, but by arms. Translation is a rare English version.

**Fetter, Fk. Alb.** Manual of references and exercises in economics for use with v. 2. Modern economic problems. N. Y., Century Co. c. 59 p. 12° 25 c.

**Findlater, Mary, and Findlater, Jane Helen.** Seen and heard before and after 1914. N. Y., Dutton. '16 5+298 p. D \$1.50 n.

Stories of Scottish life and character, three of the period just before the war, and three showing how the war has affected the most remote villages.

**Forrester, Izola L. [Mrs. Reuben Rob. Merri-field].** Jean of Greenacres; with il. by Anna Garrett. Phila, Jacobs. c. 344 p. pls. D \$1.25 n.

About a family of girls in the country and Jean, the oldest, who goes to the city to take up art. More than one obstacle comes in her way, but she surmounts them all.

**France, Anatole [pseud. for Jacques Anatole Thibault].** The red lily. N. Y., Boni & Liveright. [n. d.] 251 p. S (Modern lib.) 60 c. n.

**Frank, Jos. Otto.** A brief outline of qualitative analysis. Oshkosh, Wis., Castle-Pierce Press. c. 22 p. tab. 8° 50 c. n.

**Freemasons.** The old constitutions of Freemasonry; being a reprint of the earliest printed edition, now in the library of the Grand Lodge of Iowa, which was published by J. Roberts in 1722; together with a foreword by Jos. Fort Newton. Anamosa, Ia., Nat. Masonic Research Soc. c. various paging il. por. 8° \$2 n.

**Grosvenor, Johnston.** Strange stories of the Great Valley; the adventure of a boy pio-



neer. N. Y., Harper. [c. '17] 221 p. il. pls. D \$1 n.

A pioneer boy in the early 19th century is a partaker or witness of many historical happenings in Indiana and adjacent states. He meets "Johnny Appleseed" and Abraham Lincoln.

**Guthrie, Anna Lorraine.** American art; a study outline. White Plains, N. Y., H. W. Wilson Co. 63 p. (bibls.) D (Study outline ser.) pap. 35 c.

**Hall, Mary Leora, and Palmer, Sarah Eliz.** Story plays; for little children; with music; finger plays, and rhythms. Bost., Lothrop, L. & S. [c. '17] 89 p. il. col. front. sq. O \$1.25 n.

Suggestive material for teaching children self expression. Used by authors, graduates of the National Kindergarten College, Chicago.

**Hayes, Pryor Lee.** The bookkeeping teacher; a treatise on the science of double entry bookkeeping. Springfield, Mo. [The author] c. 126 p. il. forms 8° \$6 n.

**Hiscox, Gardner Dexter.** Mechanical movements, powers and devices; a treatise describing mechanical movements and devices used in constructive and operative machinery and the mechanical arts; being practically a mechanical dictionary, commencing with a rudimentary description of the early known mechanical powers and detailing the various motions, appliances and inventions used in the mechanical arts to the present time, including a chapter on straight line movements; il. by more than 1800 engravings specially made for this book. 15th ed., enl. N. Y., Henley. c. 409 p. 8° \$3

**Hodgson, F. T.** Easy steps in architecture and architectural drawing. Special exclusive ed. Chic., Sears, Roebuck & Co. c. various paging il. fold. pls: plan diagrs. 12° \$3.50

**Hookham, Paul.** 'Raymond': a rejoinder questioning the validity of certain evidence and of Sir Oliver Lodge's conclusions regarding it. [N. Y., Longmans.] 34 p. O pap. 36 c. n.

Impersonal criticism, from the philosophical side, of the evidence Sir Oliver Lodge puts forth in his book "Raymond, or life and death" to prove that the spirit of his son has communicated with him.

**Hoppin, Jos. Clark.** Euthymides and his fellows. Cambridge, Mass., Harvard Univ. 186 p. il. pls. 8° \$4 n.

**Howard, Marg. Willet.** The practical cookbook; a book of economical recipes. Bost., Ginn. c. 6+152 p. tabs. D 72 c. Recipes arranged to show their relation to one another and to well-balanced meals, with examples of poorly balanced menus.

**Hudson, Ralph G., and others.** The engineers' manual. N. Y., Wiley. 310 p. figs. 12° \$2 n.

**Hunter, G. Leland.** Italian furniture and interiors. In 10 pts.; text with last pt. Pt. 1. N. Y., W. Helburn, 418 Madison Ave. 20 pls. f° \$30 (subs.)

**Ibsen, Henrik.** A doll's house; Ghosts; An enemy of the people. N. Y., Boni & Liveright. [n. d.] 252 p. S (Modern lib.) 60 c. n.

**Jackson, Jacob Anderson.** Easy lessons in life insurance; for life insurance agents, laymen and company officials. [Newark, N. J., Baker Pr., 251 Market St.] c. 146+26 p. tabs. 12° \$1.50

**Jackson, Marg. Talbot.** The museum; a manual of the housing and care of art collections. N. Y., Longmans. c. 11+280 p. il. pls. D \$1.75 n.

Suggestions for the architect, building committee, trustees, and staff of art, history, or scientific museums. Based upon author's personal study and inspection of the great museums of Europe and America.

**Jefferson, Bernard Lafayette.** Chaucer and the Consolation of philosophy of Boethius; a dissertation presented in partial requirement for the degree of doctor of philosophy at Princeton University in 1914, and later revised. Princeton, N. J., Princeton Univ. Press. c. 5+168 p. O pap. \$1 n.

**Johnson, Edn. Lee.** Historical grammar of the ancient Persian language. N. Y., Am. Book Co. [c. '17] 14+251 p. 12° (Vanderbilt Oriental ser.) \$2

**Keitt, T. E.** The chemistry of farm practice. N. Y., Wiley. 265 p. figs. 12° \$1.25 n.

**Kendall, Ernest.** Kendall's 12 figure cipher code; in strict accordance with the requirements of the London Telegraphic Conference; will telegraph two words from any 5 or 6 figure code not exceeding 199,999 in one word and will give check figures. N. Y., Internat. Cable Directory Co. [17 State St.] c. 35 p. of tabs. 4° \$10

**Kilmer, Joyce.** Literature in the making; by some of its makers. N. Y., Harper. [c. '17] 318 p. D \$1.40 n.

Interviews, originally published in the *New York Times*, which set forth the creeds and practices of modern American writers. *Partial contents:* War stops literature, by W. D. Howells; The joys of the poor, by Kathleen Norris; The movies benefit literature, by Rex Beach; The passing of the snob, by E. S. Martin; Commercializing the sex instinct, by Robert Herrick; Sixteen don'ts for poets, by Arthur Guiterman; The novel must go, by Will. N. Harben; Evasive idealism in literature, by Ellen Glasgow; The new spirit in poetry, by Amy Lowell; Let poetry be free, by Josephine P. Peabody; The heresy of the supermanism, by C. R. Kennedy.

**Kipling, Rudyard.** Soldiers three. N. Y., Boni & Liveright. [n. d.] 250 p. S (Modern lib.) 60 c. n.

**Lauck, W. Jett, and Sydenstricker, Edg.** Conditions of labor in American industries; a summarization of the results of recent investigations. N. Y., Funk & W. c. 11+403 p. (3 p. bibl.) tabs. D \$1.75 n.

Unbiased synthesis of facts, in non-technical style, for business men, students of economics, social workers and labor unionists. Shows wages, hours of labor, sanitary conditions, health of the worker and his family, family incomes, expenditures, mortality statistics. Gives distribution of wage-earners according to race, industry, geographical divisions, with the extent of labor-union membership, etc. Authors are, respectively, director of the Bureau of Applied Economics at Washington, and public health statistician of U. S. Public Health Service.

**Letts, Winifrid M.** Hallow-e'en; and poems of the war. N. Y., Dutton. '16 8+91 p. D \$1.25 n.

**Lewin, Evans.** The German road to the East; an account of the "Drang nach



- Osten" and of Teutonic aims in the Near and Middle East. N. Y., Doran. 340 p. (7½ p. bibl.) fold. map O \$2.50 n.  
Study of Germany's colonial policy and of the use she has for Turkey in creating a Germanic world-power. Considers that the whole nation indorses this Pan-Germanism, which British politicians have discounted as the ambition of a small group. Shows what a death blow to these aspirations are the British successes at Bagdad. Author is librarian, Royal Colonial Institute of Great Britain.
- Longfellow, H: Wadsworth.** The courtship of Miles Standish; ed. with an introd., with notes, and twenty special lessons. by W: A. Campbell. N. Y., Hinds, Hayden & Eldredge. [c. '17] 101 p. por. 12° (Hearthstone ser.) 32 c.
- Lorand, Arnold.** Building human intelligence; tr. from the German by Philipp Fischelis. Phil., F. A. Davis Co. c. 12+451 p. 8° \$3
- Low, Sidney Ja. Mark.** Italy in the war; with 32 il. and 3 [fold.] maps. N. Y., Longmans. 12+316 p. pls. pors. D \$1.75 n.  
Aims to enlarge our understanding of Italy's problems and her future hopes. Outlines her political and military history since August 1914, and writes from material gathered as guest of the Italian Headquarters Staff.
- McCaleb, Wa. Flavius.** Happy: the life of a bee; il. and decorations by Clement B. Davis. N. Y., Harper. [c. '17] 119 p. D 75 c. n.  
Happy, a bee, tells the story of his life from the biting thru his cell to the mating of a new queen bee. Scientifically true to facts.
- Macdonald Co-operative Realty Co.** Practical co-operation in the real estate and general brokerage business; how to become an efficient real estate agent and general broker. 11 v. in 1. Los Angeles Cal. [The author] [c. '17] il. pors. forms facsms. diags. 12° \$25
- Maeterlinck, Maurice.** A miracle of Saint Antony; and five other plays. N. Y., Boni & Liveright. [c. '17] 255 p. front. S (Modern lib.) 60 c. n.
- Marchant, Ja.** The master problem; with foreword by the Bishop of Birmingham. N. Y., Moffat, Yard. 371 p. tabs. D \$2 n.  
Survey of what is being done in all nations, including our own, to combat the social evil and to stop the white slave traffic. Author is Director of the National Council of Public Morals, England.
- Maupassant, Henri René Albert Guy de.** Mademoiselle Fifi; and twelve other stories. N. Y., Boni & Liveright. [c. '11-'17] 251 p. S (Modern lib.) 60 c. n.  
The second odd number; thirteen tales; the tr. by C: H. White; introd. by W: Dean Howells. N. Y., Harper. [c. '17] 246 p. S \$1.25 n.  
Idiomatic English version of thirteen stories by the French master short-story writer.
- Meisenbach, A. C.** The Santa twelve figure code of 1,000,000,000,000 pronounceable words. San Francisco [The author]. '16 c. 29 p. obl. f° \$10
- Methodist Episcopal Church.** General Conference Commission on Courses of Study. Directions and helps. [Examination for admission on trial; and 1-4 years] 5 v. N. Y. and Cin., Meth. Bk. Concern. c. examination, 25 c. n.; 1-4 years, ea. 50 c. n.
- Michigan. Geological Survey.** Geological map of Michigan. col. sheet, scale 1: 750,000. Lansing, Mich., The survey. pap.
- Miller, C: C.** A thousand answers to bee-keeping questions; by C. C. Miller, as answered by him in the columns of the *American Bee Journal*; comp. by Maurice G. Dadant. Hamilton, Ill., Am. Bee Journal. c. 276 p. il. por. 12° \$1.25
- Moores, Merrill.** A historical and legal digest of all the contested election cases in the House of Representatives of the United States, from the Fifty-seventh to and including the Sixty-fourth Congress, 1901-1917; to which are added the laws of the United States relating to election contests in the House, together with other laws relating to the nomination and election of representatives in Congress, with some reference to decided cases; being a continuation of the digest of contested election cases; by Chester H. Rowell. Wash., D. C., Gov. Pr. Off. 133 p. 8°
- Morningside (The) plays:** Hattie; a drama; by Elva De Pue; One a day; a fantasy; by Caroline Briggs; Markheim; a dramatization; by Zellah Macdonald; The home of the free; a comedy; by Elmer L. Reizenstein; with an introd. by Barrett H. Clark. N. Y., F. Shay. c. 106 p. D pap. 75 c.
- National Electric Light Assn.** Handbook on overhead line construction; comp. by the Sub-committee on Overhead Line Construction, T: Sproule, chairman; presented at the thirty-seventh convention, held at Philadelphia, June 1-5, 1914. [3d ed.] [Phil., Franklin Pr., 516 Ludlow St.] [c. '17] 10+819 p. (bibls.) il. diags. 16° \$5
- Nietzsche, Friedrich Wilhelm.** Thus spake Zarathustra. N. Y., Boni & Liveright. [n. d.] 325 p. S (Modern lib.) 60 c. n.
- North Carolina. University. Bu. of Extension.** Government ownership of railways. Chapel Hill, N. C., The university. 92 p. (6 p. bibl.) 8° (Record)
- Noyes, Alfr.** Open boats. N. Y., Stokes. [c. '16-'17] 4+91 p. S 50 c. n.  
Report of the suffering and tragedy which follow submarine attacks on merchantmen. \* Incidental poems on the wireless and on a trawler.
- Pagé, Victor Wilfred.** Storage batteries simplified; operating principles—care and industrial applications; a complete, non-technical but authoritative treatise discussing the development of the modern storage battery, outlining the basic operation of the leading types; also the methods of construction, charging, maintenance and repair; all practical applications of commercial batteries are shown and described; includes special instruction for care and repair of automobile batteries and glossary of terms; thoroughly il. with special charts, diags. and photographs. N. Y., Henley. c. 33+208 p. il. plans tabs. D \$1.50
- Palmer, F. E.** Milady's house plants; the complete instructor and guide to success with flowers and plants in the home; in-

cluding a remarkable chapter on the ideal sun parlor; teaching il. specially posed by [the author] and photographed by G: Oakes Stoddard; many of the specimen house plants photographed by Nathan R. Graves. N. Y., A. T. De La Mare Co. [c. '17] 176 p. D \$1; pap. 60 c.

**Pell, E: Leigh.** Four feet on a fender; quiet hour talks with women. N. Y., Dutton. c. 176 p. D \$1 n.

Answers some of the spiritual questions a thoughtful woman may ask.

**Pollock, Hester McLean.** Our Minnesota; a history for children. N. Y., Dutton. c. 13+373 p. il. pls. pors. double map D \$1.60 n.

Accurate history written to make the children of Minnesota love their state and appreciate the work of their ancestors.

**Potter, Milton Chase, and others.** Oral and written English: Bk. 2. Bost., Ginn. [c. '17] 8+420 p. il. col. front. forms D 64 c.

**Powell, Sophy H.** The children's library, a dynamic factor in education; with an introd. by J: Cotton Dana. White Plains, N. Y., H. W. Wilson Co. c. 14+460 p. (115 p. bibl.) il. pls. D \$1.75

Addressed to teachers, librarians and parents as a basis for determining the library's place in education; and presents to each group the others' points of view about the use of reading.

**Priestman, Edm. Yerbury.** With a B.-P. Scout in Gallipoli; a record of the Belton bulldogs; with reproductions from the author's original sketches; and a foreword by Sir. Rob. Baden-Powell. 2d ed. N. Y., Dutton. 15+311 p. il. pls. pors. D \$1.75 n. Letters, full of irrepressible humor, were written home by a scoutmaster serving as a subaltern. Illustrate how Boy Scout ideals will help a man face the "great adventure." Author was killed in action, November 1915.

**Pynnelle, Mrs. Louise Clarke.** Miss Li'l Tweetty. N. Y., Harper. [c. '17] 254 p. il. D \$1.20 n.

Story of a little girl, who lived on a plantation in Alabama in the old days before the Civil War. Written in the vein of the author's "Diddie, Dumps and Tot."

**Rand-McNally Bankers' Directory, comp.** Key to numerical system of the American Bankers Association; a numerical and alphabetical list of banks of the United States. 4th ed. Chic., Rand, McNally. [c. '17] 8+571 p. 4° \$1.50

**Rolt-Wheeler, Rev. Fs. W:** The polar hunters; with 34 il., mostly from photographs loaned by the American Museum of Natural History. Bost., Lothrop, L. & S. [c. '17] 369 p. pls. D (Museum books) \$1.35 n.

Picture of Eskimo life, fights with walrus and polar bear, ice perils, and the deeds of our own Arctic explorers woven into a story for boys.

**Russell, T: Herb.** Motor boats, hydroplanes, hydroaeroplanes, construction and operation; with practical notes on propeller calculation and design; an il. manual of self instruction for owners and operators of marine gasoline engines and amateur boat-builders; with revisions and extensions by J: B. Rathbun. Chic., C. C. Thompson Co. c. 254 p. 12° \$1

Motor truck and automobile motors and mechanism; a practical il. treatise on the power plant and motive parts of the modern motor vehicle, for owners, operators and repairmen; with numerous revisions and extensions by J: B. Rathbun. Chic., C. C. Thompson Co. c. 240 p. 12° \$1

Published in 1909 and 1912 under title: Automobile motors and mechanism.

**Schauffler, Rob. Haven, comp. and ed.** Our flag; in verse and prose. N. Y., Moffat, Yard. [c. '12-'17] 225 p. il. pls. D \$1.25 n. Formerly published under title "Flag day" in "Our American holiday series."

**Schopenhauer, Arthur.** Studies in pessimism. N. Y., Boni & Liveright. [n. d.] 182 p. S (Modern lib.) 60 c. n.

**Shakespeare, W:** The merchant of Venice; ed., with a life of Shakespeare, an account of the theatre in his time, and numerous aids to the study of the play, by S: Thurber, jr. Bost., Allyn & Bacon. [c. '17] 8+293 p. il. pls. 12° (Academy classics) 45 c.

**Smith, Bertram Garner.** Laboratory guide for the study of the frog; an introduction to anatomy, histology, and physiology. 2d ed. [Ypsilanti, Mich.] The author. c. 7+110 p. D pap. 60 c.

**Smith, J: Eliphalet.** A laboratory guide for beginners in geology. Chapel Hill, N. C. [The author] c. 7+91 p. 12° \$1

**Smith, Lewis.** Smith's decigraphic tables. Pulaski, Va., Unit System Co. c. 110 p. 8° \$5 n.

**Smith, W: Harold.** Studies on paper pulps. [Wash., D. C., Gov. Pr. Off.] 13 p. 4° (U. S. Bu. of Standards technologic pap. no. 88)

**Sneath, Elias Hershey, and others.** The way of the green pastures. N. Y., Macmillan. [c. '17] 18+204 p. il. (part col.) sq. D (King's highway ser.) 65 c. n.

**Spingarn, Joel Elias.** Creative criticism; essays of the unity of genius and taste. N. Y., Holt. c. 138 p. D \$1.20 n.

Writes of the new spirit which pervades to-day's literature, taking the form of freer expression and a wider range of subject. Correlates this new freedom in literature, fine arts, drama and vers libre with the functions of criticism.

**Sponsler, O. L.** A bud and twig key; to the more important broadleaf deciduous trees in the United States. Rev. Ann Harbor, Mich., G. Wahr. '16 c. 26 p. pl. O pap. 35 c.

**Sprigler, Rev. A:** Our refuge; a practical course of instructions on the Most Holy Eucharist. St. Louis, Herder. 6+144 p. 8° 60 c. n.

**Steen, Moses Duncan Alex., D.D.** The Steen family in Europe and America; a genealogical, historical and biographical record of nearly three hundred years, extending from the seventeenth to the twentieth century. 2d ed., rev. and enl. [Worthington, O., The author.] c. 740 p. il. pls. pors. O \$3.50 n.

**Stern, Frances, and Spitz, Gertrude T.** Food for the worker; the food values and cost of a series of menus and recipes for seven



- weeks; with a foreword by Lafayette B. Mendel. Bost., Whitcomb & Barrows [30 Huntington Ave.]. [c. '17] 7+131 p. fold. charts tabs. O \$1 n.  
Prepared for the use of the visiting housekeeper among the poor of a large city. Both authors have had experience in such work and know the needs and conditions.
- Stevenson, Rob. L.** Treasure Island. N. Y., Boni & Liveright. [n. d.] 252 p. map S (Modern lib.) 60 c. n.
- Stirling, Com. Yates, jr.** Fundamentals of naval service; special chapters: The naval aeroplane, by H. C. Mustin; Electricity in the navy, by C. S. McDowell; First aid and hygiene, by Ralph Walker McDowell. Phil., Lippincott. [c. '17] 6+575 p. il. col. pls. diagrs. (part fold.) tabs. D \$2 n. bxd.  
Describes the workings of all parts of every type of ship, and the functions and history of each; the method of tying knots and of signaling, the fundamentals of navigation, the organization of the Navy Department and Naval War College, and the importance of sea power as developed by Admiral Mahan.
- Strasburger, Amelia, and Chankin, Jos.** Systematic drill in arithmetic: fundamentals. Bk. I, Addition, subtraction. N. Y., Longmans. c. 5+122 p. figs. tabs. D 35 c. n.
- Strindberg, August i. e. Johan August.** Married. N. Y., Boni & Liveright. [c. '17] 254 p. S (Modern lib.) 60 c. n.
- Stryker, Melancthon Woolsey.** Abraham Lincoln; three addresses. Kirkland, N. Y., The author. c. 43 p. por. 8° \$2
- Tagore, Sir Rabindranath.** My reminiscences; with front. from the por. in col. by Sasi Kumar Hesh. N. Y., Macmillan. [c. '16-'17] 9+273 p. il. pls. pors. D \$1.50 n.  
Series of vivid pictures of the various stages in author's mental and spiritual development and commentary upon his work in poetry, drama and criticism.
- Tait, Arth. Ja., D.D.** The nature and functions of the sacraments. N. Y., Longmans. 13+104 p. D \$1.25 n.
- Taylor, Katharine Haviland.** Cecilia of the pink roses; il. by May Wilson Preston. N. Y., Doran. [c. '17] 271 p. col. pls. D \$1.25 n.  
The Madden family lived happily in their tenement until Mrs. Madden died. It was her wish that Cecilia Evangeline Agnes, the oldest girl, should be brought up as a lady. When her father began to make bricks instead of lay them this became possible. Cecilia was sent off by the priest to be educated with the injunction never to be ashamed of her family. When a lover of the other world to which Cecilia had become accustomed, came, she was tempted, but she held out strongly even calling for her father's worst anecdotes of his bricklayer days in the youth's presence. But the lover was frightened away after all.
- Underwood, J: Curtis.** War flames. N. Y., Macmillan. [c. '17] 13+194 p. D bds. \$1.35 n.  
Poems grouped by nations which make a panorama of the war.
- U. S. President, 1913—[Wilson].** Why we are at war; messages to the Congress, January to April, 1917; with the President's Proclamation of war, April 6, 1917, and his Message to the American people, April 15, 1917. N. Y., Harper. [17] 78 p. S 50 c. n.  
President Wilson's messages to Congress on a world league for peace, on the severance of diplomatic relations with Germany, on arming American ships, on declaring war against Germany; and those to the country proclaiming war and calling on all "to speak, act and serve together."
- Van Huysen, Harry A.** The criminologist. Battle Creek, Mich., Inter-state Detective Service. [c. '17] 46 p. il. 8° \$2.50
- Van Teslaar, Ja. S., M.D.** When I was a boy in Roumania; il. from photographs. Bost., Lothrop, L. & S. [c. '17] 179 p. pls. por. D (Children of other lands books) 75 c. n.  
Child life in Roumania described by physician who grew up there and has since attained prominence in this country by research work at three large universities.
- Veblen, Thorstein B.** An inquiry into the nature of peace and the terms of its perpetuation. N. Y., Macmillan. c. 13+367 p. D \$2 n.  
Analyzes current state of affairs and of opinion with a view to determining conditions to be met in terms of settlement if a lasting peace is concluded.
- Ward, C: Henshaw.** Sentence and theme; composition for the first year of high school. Chic., Scott, Foresman. [c. '17] 383 p. 12° \$1
- Ward, Pauline Merritt.** The blue-book of salads; consisting of vegetable, meat, fish, cheese, nut, fruit, jellied, and special occasion salads; salad dressings, salad vinegars, sandwiches, cheese straws, and biscuits to serve with salads. Cin., Merritt-Ward Pub. '16 c. 162 p. 8° \$1
- Wells, Herb. G:** The war in the air; and particularly how Mr. Bert Smallways fared while it lasted; with il. by Eric Pape. N. Y., Boni & Liveright. [c. '07-'08] 395 p. S (Modern lib.) 60 c. n.
- Wilde, Oscar.** The picture of Dorian Gray. N. Y., Boni & Liveright. [n. d.] 255 p. S (Modern lib.) 60 c. n.
- Wing, Fk. i. e. Fs. Marion.** "The family album"; another "fotygraph album," shown to the new preacher by Rebecca Sparkes Peters, aged eleven: the "bigger album from upstairs"; drawings by [the author]. Chic., Reilly & Britton. [c. '17] no paging O bds. 75 c. n.; leatherette \$1.50 n. bxd.  
Companion to the "Fotygraft Album," thru which the *enfant terrible* gives away more family secrets.
- Wright, Richardson Little.** The Russians; an interpretation. N. Y., Stokes. [c. '17] 12+288 p. O \$1.50 n.  
Aims to supplement statistics and news items which show how the wind blows in Russia, with knowledge of the ideals that are the power behind the wind. Thinks there is a basis for an *entente cordiale* between Russia and the United States, and opportunities for American industry. Author was correspondent for the *New York World* and the *London Daily Express* in Siberia and Manchuria.
- Wyman, T: Bellows, jr.** The genealogy of Frothingham in New England, 1850. Bost., T. R. Marvin & Son, 152 Purchase St. 4+170+40 p. facsms. diagrs. f° \$8

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The above rates are for unspecified positions. Special rates for preferred positions (full pages only).

Higher rates are charged for the Summer Reading, Educational Number and Christmas Bookshelf, and for the monthly Book Review supplement sections.

Advertising copy should reach us Tuesday noon—earlier if proof is desired out-of-town. Forms close Thursday night.

Under the headings of "BOOKS WANTED" and "BOOKS FOR SALE" book-trade subscribers are given under their own names five nonpareil lines (exclusive of address) free advertising for specified books, not more than one title to the line, in any issue except special numbers, but not exceeding one hundred lines a year, a maximum of fifty lines under "Books Wanted" and fifty lines under "Books for Sale," and if over five lines are sent for either department in only one issue, or fifty lines for each department within the calendar year, the excess is at ten cents a line. Bills for this service will be rendered monthly. Objectionable books are excluded so far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

"Books Wanted" must be designated by actual title, not by "any."

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 10 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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## CLASSIFIED ADVERTISING

One line, \$5; two, \$8; three, \$12; four, \$15 a year.

### BOOK MANUFACTURING

#### COMPLETE BOOK MANUFACTURING

The American Book Bindery and Stratford Press, 406-26 West 31st Street. Printing and Binding, large facilities for complete book manufacture, latest improved machinery and equipment.

Braunworth & Co., 54 Broadway, Brooklyn, N. Y. Near Williamsburg Bridge. Bedford Ave. Trolley Station. Complete facilities for book manufacturing. Composition, electrotyping, printing, bookbinding in paper, cloth and leather. Representative will gladly call and give full particulars.

Thomas Y. Crowell Company, 426-428 West Broadway, N. Y. Established 1834. Fine book making. Cloth and leather work of every description. Designs and Dummies furnished. Complete manufacture a specialty.

The Merrymount Press, D. B. Updike, 232 Summer St., Boston, undertakes all classes of printing which demand fine types, good presswork,

accurate proofreading and tasteful typographic treatment.

The Norwood Press, Norwood, Mass.  
J. S. CUSHING Co., Composition and Electro.  
BERWICK & SMITH Co., Presswork.  
E. FLEMING & Co., Binding.

The Plimpton Press, Norwood, Mass. New York Office, 70 Fifth Ave. All kinds of Book Printing. Binding in Cloth and Fine Leather. "Perfect Bookmaking in its Entirety."

Stanhope Press, F. H. Gilson Company, 54-60 Stanhope St., Boston. Bookmaking from manuscript to bound book, Mathematical, Scientific, School, Music, and general literature.

J. F. Tapley Co., 531-535 West 37th Street, Warerooms 425 Eleventh Avenue, New York. Superior equipment and organization for producing editions promptly, accurately and at lowest consistent prices. Cover stamping for the trade—"Taplex" Bindings.





## COMPOSITION AND PLATES

"M. & L." Typesetting Co., 4015 Ravenswood Ave., Chicago. High class monotype and linotype composition. Superior electrotyping. Specialists in intricate mathematical text books. Consultation invited.

## COMPOSITION AND PRESSWORK

The Rider Press, Inc., 241 W. 37th St., New York. "Edition printers to publishers." Printers of the PUBLISHERS' WEEKLY and specialists on catalog and bibliographical work. Let us estimate for you.

## INDEXING

C. H. Denison's Index, also flat indexing and gold Lettering. D. T. S. Denison, 40 E. 22nd St., N. Y.

## BINDING, EDITION WORK

Ephraim Adams & Co., Inc., 287 and 293 Congress St., Boston, Mass. Orders solicited for binding School Books. Directories, Town Reports, etc., Cloth and Leather Binding in all varieties. Large Facilities.

D. S. Brassil Bindery. All Styles. Leather, Cloth and Paper. Editions and Catalogues our specialties. 41-43-45-47 Elizabeth St., New York City.

The Butler Ward Company, 34-44 Hubert Street, New York. Cloth and leather edition work.

Robert Rutter & Son, Inc., 410-416 E. 32d Street, New York. Cloth and leather edition work.

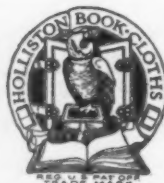
H. Wolff, 518-534 West 26th St., New York. Extensive and modern facilities for every description of perfect Book Making in its entirety done in our fireproof building.

## BOOKBINDERS' MATERIAL

Becker Supply Co., 24-26 E. 13th St., New York. SPECIAL EXTRA COLORS AT A COMMON CLOTH PRICE. CROWN BINDINGS. Black Cloth, Gold Leaf, Oriental Tissue. Diamond Decorative Leaf and colored stamping foils. Samples furnished on request.

## BOOKBINDERS' CLOTH

The Holliston Mills, of Norwood, Mass. HOLLISTON BOOK CLOTHS in all styles, colors and patterns. New York Office and Warehouse, 2 West 13th Street. Sample books furnished on request.



Interlaken Mills-Standard Book Cloths. Sample Books, showing the reason for thirty-four years continued supremacy, gladly furnished. Main Office, Providence, R. I. Sales Department, 18-20 Thomas Street, New York City, N. Y.

## DIE CUTTERS AND ENGRAVERS

Becker Bros. Engraving Co., 26 East 13th St., New York. Fully equipped for artistic designing and die cutting. Established 1880.

## HALF-TONE AND OTHER PLATES

The Hagopian Photo-Engraving Co., 39 East 20th St., New York. Pioneers in the development of photo-engraved plates.

## MAP SPECIALISTS

C. S. Hammond & Co., Sales Depart., 30 Church St.; Offices and Works, 22 Thames St., New York. Engraving, printing and mounting.

BOOK TRADE SPECIALTIES  
BOOK AUCTION HOUSES

C. F. Heartman, 36 Lexington Ave., New York.

## DIARIES

B. W. Huebsch, 255 Fifth Ave., New York. Annual and Perpetual YEAR BOOKS. A popular diary.

## CHILDREN'S SPECIALTIES

Wayne Publishing Co., Inc., 153 W. 44th St., New York. The Gentlest Giant, children poems, Anna Bird Stewart, Dugald Stewart Walker, illustrator. Real literature; splendid birthday gift. \$1 net. Sure sale co-operative plan; write to-day.

## DIRECTORIES FOR THE BOOK TRADE

Directory of Booksellers (3,200) in U. S. and Canada. Directory of Book Publishers in the U. S.; a list of 2,100 Private Collectors of Books, all three up to date and in one vol., \$5.00. PUBLISHERS' WEEKLY, 241 W. 37th St., New York.

## MEDICAL BOOKS

Medical Books and Periodicals, American and Foreign, New and Old. Paul B. Hoeber, 67-69 East 59th Street, New York.

## FOREIGN AND SPECIAL BOOKS

American-Scandinavian Foundation, 25 W. 45th St., N. Y. Trans. Danish, Swedish, Norwegian.

William Helburn, Inc., 418 Madison Ave., N. Y. Importers and Publishers of Architectural and Art Industrial Books.

International News Company, 83 and 85 Duane St., New York. Importers of German, French and English Books and Periodicals.

William R. Jenkins Co., Sixth Ave. at 48th St., New York. French, German, Italian, Spanish and other foreign books. Veterinary and Medical books. Books concerning all Domestic Animals.

Lemcke & Buechner, 32 West 27th St., New York. All foreign books and periodicals.

Scandinavian Books Exclusively. Albert Bonnier Publishing House, 561 Third Ave., New York.

G. E. Stechert & Co. (Alfred Hafner), 151-155 West 25th St., New York. Books and Periodicals.

E. Steiger & Co., 49 Murray St., N. Y., carry the largest stock of German publications in all departments. Books for learning 250 languages. Prompt importation of books and periodicals from all countries.

## MAGAZINES—BACK NUMBERS

Back numbers of magazines can be had at Abrahams Book Store, 145 4th Ave., N. Y.

The Boston Book Co., Boston, Mass. Complete files and back numbers of magazines.

A. S. Clark, Peekskill, N. Y. Complete files and Back Numbers of over 1200 different magazines, English and American. Send me your wants. Prompt service.

Medical and Chemical Back Numbers bought and sold. B. Login & Son, 152 E. 23d St., N. Y.

The Morgan Book Store, 37 Corning St., Boston, Mass. Back numbers of all Magazines supplied. Submit your want lists.

Back vols. and nos. of magazines supplied. Philadelphia Magazine Depot, 326 N. 10th St., Philadelphia, Pa.

We buy and sell periodicals—numbers, volumes and sets. H. W. Wilson Co., White Plains, N. Y.

## KINDERGARTEN AND SCHOOL SUPPLIES

E. Steiger & Co., New York, manufacture the largest line of Kindergarten Supplies and Constructive Material for Manual Training. Catalog gratis.

## SHORTHAND AND TYPEWRITING BOOKS

Isaac Pitman & Sons, 2 West 45th St., New York.

## BOOKS WANTED

William Abbatt, Tarrytown, N. Y.

Avery's U. S., vols. 1-7.

Aldus Book Co., 15 Exchange Place, Jersey City, N. J.

Whistler, Gentle Art of Making Enemies.

Sappho, 1st ed., Wharton Trans., clean.

R. H. Davis clean first editions.

O. Henry, clean first editions.

Theo. Dreiser, clean first editions.

Allen Book &amp; Ptg. Co., 454 Fulton St., Troy, N. Y.

Sea Hawk, B. Millard.

The River, Philpotts.

Sons of the Morning, Philpotts.

Down the Green Alley, Philpotts.

Our Wonder World, 10 vols.

Woodcraft, Kephart.

American Baptist Publication Society, 23 E. 26th St., New York.

Alderbrook, 2 vols., Fanny Forrester.

American Baptist Publication Soc., St. Louis, Mo.

Second-hand copy of Pulpit Trees and Homiletic Undergrowth, Kelly.

Philosophy and Religion, A. H. Strong, pub. 1888.

Amherst Book Store, 3 So. Pleasant St., Amherst, Mass.

Baroness Orczy, Man in the Corner.

John R. Anderson Co., 31 W. 15th St., New York.

Phillips Brooks, Light of the World, C. W. A.

Orcutt's History of Bridgeport, 2 v., Batch.

W. H. Andre, 607 Kittredge Bldg., Denver. [Cash.]

Zola; state number of volumes, edition, binding and condition.

Cliff Dwellings of the Mesa Verde, Baron Gustav Nordenskiöld, pub. about 1903.

Augustana Book Concern, Rock Island, Ill.

Life and Works of St. Cyprian, Benson &amp; Potter ed.

William M. Bains, 1213-15 Market St., Philadelphia.

Holmes, Chemists and Their Wonders, Revell.

Goddard, Art of Selling, Baker.

Earle, Two Centuries of Costume America, Macmillan.

Sir John Mandeville's Travels, Macmillan.

N. J. Bartlett &amp; Co., 28 Cornhill, Boston, Mass.

Hann's Climatology, vol. 1, trans. by Ward.

Journal of First Const. Convention, 1777-1778.

Acadia, Smith.

French Neutrals for the Neutral French, Mrs. Williams.

Book on Beekeeping with Imprint of Isaiah Thomas, Worcester.

Stephenson's History of Roman Law, L. B. &amp; Co., 1912.

The Bobbs-Merrill Co., 185 Madison Av., New York.

Story of Live Dolls, Josephine Scribner Gates.

The Bookmart, 622 Pike St., Seattle.

Vol. 3 Famous Composers and Their Music, Thomas.

Vol. 5 Groves' Dictionary of Music and Musicians.

Hitchcock's Anatomy and Physiology.

Boston Book Co., 83 Francis St., Boston, Mass.

J. Child, The English and Scottish Popular Ballads, Houghton, 1882.

Living Age, vols. 242-243, or nos. 3134, 3155.

Wm. Clark Breckenridge, 4123 Morgan St., St. Louis.

Priced Catalogue Masonic Library, John Haigh, sold at Libbie's Oct. and Nov., 1901.

Brentano's, Fifth Ave. and 27th St., New York.

The Second Post, E. Lucas.

Physiology of Love, Mantegazza.

With the Procession, H. B. Fuller.

Everyone His Own Way, Wyatt.

Pink Marsh, Ade.

Doc Horne, Ade.

Yet Again, Beerbohm.

Ancient Stories, Material for Monologues.

Normandy, P. Dearmer.

New York Directory for 1786.

## Brentano's—Continued.

Rob Roy, J. Grant Allen.

Luce's Seamanship.

Wheels of Chance, Wells.

Book of Bubbles.

Vagabond Adventures, Ralph Keeler.

The War Maker, Diary of Capt. Boynton, ed. by Horace Smith.

Karma, Besant.

Thou Salt Not, Ross.

Other books by Albert Ross.

Letters of Elizabeth Charlotte Princess Palatine.

Baedeker's United States, 1909 edition.

History of Louisiana, Du Pratz, 2 vols.

Brentano's, F and Twelfth Sts., Washington, D. C.

Beerbohm, Yet Again.

Scharf, History of Maryland.

Walker, America Fallen.

Batson, Summer Garden of Pleasure.

Wise, John, System of Aeronautics, 1856.(?)

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Among the Forest People, Pierson.

Recollections of the Life of John Binns, Phila., 1854.

Set New York State Factory Investigating Commission Reports.

Boccaccio's Decameron trans., Morley's Univ. Lib.

Albert Britnell, 263 Yonge St., Toronto, Can. [Cash.]

Baldwin's Ancient America, Harper.

Edmund D. Brooks, 89 Tenth St., South, Minneapolis, Minn.

Cottage Homes of England, Stewart Dick, Longmans.

Artistic Side of Photography, Anderson, Dodd, Mead.

Bryant &amp; Douglas Book &amp; Sta. Co., Kansas City, Mo.

Humphrey, Coin Collector's Manual.

Little Songs, Mrs. Follen.

## "BOOKS WANTED"

After May 1st all small ads must reach us not later than TUESDAY NOON to insure insertion in the next issue.

THE PUBLISHERS' WEEKLY.

Burrows Bros. Co., 633 Euclid Ave., Cleveland, O.

Fuel Gas for Cincinnati, Andrew Hickenlooper.

Harmonic Series, 3 vols.

Up Grade, Goodwin.

Styles in Ornament, Speltz.

Parsons, Pathology of the Eye, 4 vols.

Vignola, Five Orders of Architecture, Revised ed.

Life of Francis Place, 1771-1854, Wallas.

John Byrne &amp; Co., Washington, D. C. [Cash.]

Hunt, Life of James Madison, 1902, 2 vols.

Washington Post, Jan. 21, 1917.

Pollards' Digest of Patents, 1913.

Hurds, Illinois Statutes, 1916.

Wyoming Compiled Statutes, 1910.

Cadmus Book Shop, 150 W. 34th St., New York.

Broome, Last Days of the Ruskin Co-operative Assoc., Chicago, 1902.

Campion &amp; Co., 1316 Walnut St., Philadelphia.

Wm. Malmesbury, Chronicle of the Kings of England.

Chronicles of the Crusades.

Six Old English Chronicles.

Henry of Huntingdon, History of England from the Roman Invasion to Henry II.

Mathew of Westminster's Flowers of History.

Florence of Worcester's Chronicles.

These books are published in the Bohn Library. We want the old editions.

Carr's Bookshop, Newport, R. I.

Beecher, Law of the Household.

Central Book Co., 93 Nassau St., New York.

Journal of the Virginia House of Delegates, 1833-5.

Chamberlain Bros., Pittsfield, Mass.

The Victorian Era, G. K. Chesterton.



## BOOKS WANTED—Continued.

**Chamberlin & Shropshire, Bridgeport, Conn.**

History of the Manufacturers in the United States, 1607-1860, V. S. Clark, pub. by Carnegie Institution, 1916, \$6.50.  
Home Study in Pharmacy, Oldberg.

**Geo. M. Chandler, 75 E. Van Buren St., Chicago.**

Macaulay's Works, 8 vols, 1866.  
Kipling, Outward Bound Ed., 26 vols., binding set.  
Kelmscott Press Books, printed on vellum.  
Jackson, The Eighteen Nineties.  
Dryden, Works, Saintsbury's ed., 18 vols., 1882.  
Might is Right, "Ragnar Redbeard."  
Roorbach Catalogue, 1850 to 1852.  
Lucretius on Life and Death, trans. Mallock, Lane.

**W. G. Chapman, 118 N. LaSalle St., Chicago, Ill.**

Crowell, The Sportsman's Primer.

**The Arthur H. Clark Co., Caxton Bldg., Cleveland, O.**

Amer. Assoc. for Inter. Conciliation, 1907-09.  
Niles' Weekly Register, vols. 51-75, 63, 74, 75, 76, 66;  
70 to end of series, also 1844 to end.  
Doddridge, Notes on Indian Wars, 1824.  
Nordhoff, Communistic Soc. of U. S.  
Amer. Theol. Review, 1859, vol. 1.  
Amer. Electrochemical Society Trans., 1903, vol. 5.  
Merrick, Old Times on Upper Miss.  
Mitchell, Youth of Washington, limited ed.  
Pa. Vol. Infantry, 155 Reg. Hist.  
Black, J. S., Essays and Speeches.  
Hunt's Merchants Mag., vols. 41, 43, 47-49.  
Statute Laws, any before 1800.  
Watson, Life of Andrew Jackson.  
Cone, Two Years in California.  
Portland Transcript, any vols.  
Fisher, Amer. Ry. Guide, Nov., 1853.  
Baber, Travels in Interior of China.  
O'Connell, Irish in Revolution.  
O'Connor, Harrington, True Love Story.  
Ohio Valley Hist. Assn., Annual Reports, 1908-13.  
Palmer, New Education.  
Parham & Brown, Off. Hist. of G. Lodge of Ohio, 1906.  
Partts, River and Railroad Guide.  
Paterson, Calculus of Operations.  
Patten Family, Sinnett.  
Paxson, Indep. of S. Amer. Republics.  
Payne, Hist. of A. M. E. Church.  
Peake, Mrs. R., Trial of 1836.  
Pearson, Chances of Death, 2 vols.  
Peirce, Crime, Its Cause and Cure.  
Pelletreau, Records of Town of Southampton, L. I.  
Pennington, Hist. of Colored People.  
Pennington, Slave Blacksmith.  
Penna. Hist. Soc. Mem., vols. 15 to end.  
Pepperell, Life by Brooks.  
Perry, Wider Use of School Plant.  
Peters, Labor and Capital.  
Peyster, Before, At, and After Gettysburg.  
Philadelphia Press, from beg. to 1860, and 1866 to end.  
Physical Review, vols. 1-15.  
Pickthall, Drift of Pinions.  
Pike, Scout and Ranger.  
Pompey, Personal Recoll. and Civil War Diary.  
Poole, Cotton Mather, 1869.  
Poole, Anti-Slavery Opinions before 1800.  
Pope, Stranger's Visit.  
Prentice, Comm. Clause of Fed. Conv.  
Preston, Documents sur Annexion aux Etats Unis de Haiti.  
Prince Edward Island, Acts of Gen. Assembly, 2 vols., 1851.  
Prince Soc. Pubns., vols. 2, 3 and 8.  
Prison Discipline and Philanthropy JI., 1890-91.  
Problems of American Civilization.  
Psalms in Choctaw Language.  
Putnam, Richmond During War.  
Page, Darstellung der burgerlichen in den Freistaaten.  
Paget, Ambrose Pare and His Times.  
Paper Making, Out of Way Items.  
Power, vol. 23.

**A. S. Clark, 218 Washington St., Peekskill, N. Y.**

Autobiography of Daniel Drew.  
Popular Science Monthly, Nov., 1899; July, 1901.  
Adventures in the Apache Country, 1874.  
Autobiography of Dreyfus, 1901.

**The John Clark Co., 1486 W. 25th St., Cleveland, O.**

Ambrown, Handbook of Astronomical Instruments, in German, vol. 1 only.  
Book of Knowledge.  
Envelopes bearing early U. S. Postage Stamps from 1843 to 1850.  
Hamilton, Alex., Works, Lodge Edition, Putnam, 1885, vol. 4 only.  
Kuhne's New Science of Healing.  
O'Reilly, Fifty Years on the Trail.  
Ritchie, Polishing and Testing of Large Optical Surfaces.  
Roosevelt, R. B., Love and Luck.  
Sunday School Work, anything relating to, published from 1780 to 1900.

**W. B. Clarke Co., 26 Tremont St., Boston, Mass.**

Encyclopædia Britannica, Cambridge ed.  
Townsend Cooper, odd vol.

**Colesworthy's Book Store, 66 Cornhill, Boston, Mass.**

Michael Wigglesworth, Day of Doom.  
Michael Wigglesworth, Meat Out of the Eater, or any works of.  
Ramsey's Chemistry, Churchill ed.  
History 52nd Mass. Volunteers.  
Groves' Dictionary of Music.  
Key to the Prophecies, Simpson.  
McDonald's History of the Inquisition.  
Bottom Facts of Spiritualism.  
Revelations of a Spirit Medium.  
The Backwoodsman, Wraxall.  
The Outlaw, or any by Jackson Gregory.  
Humbugs of the World, Barnum.  
Figure Training or Art the Handmaiden.  
Lists, Genealogy and Town History, with prices.  
Ayasha, H. Rider Haggard.

**Colgate Univ. Library, Hamilton, New York.**

Houllergue, Evolution of the Sciences.  
Howard, History of Matrimonial Institutions.  
Lawton, Art and Humanity in Homer.  
Lawton, Successors of Homer.  
Mathews, How to Succeed in Practice of Medicine.

**Colonial Society, Box 343, Richmond, Va. [Cash.]**

Bland Papers.  
Burk's Hist. of Va., or odd vols.  
Byrd, Wm., Writings, 1901 or earlier.  
Campbell, Chas., Hist. of Va.  
Fithian's Journal, 2 copies.  
Roberts, Morley, Promotion of Admiral.  
Robertson, Morgan, Set.  
Smith's Hist. of Va., 1819.

**Columbia University Press Bookstore, 2960 Broadway, New York.**

Watts, T., Logic.

**Conder's Book Store, 114 E. 59th St., New York.**

Tuckerman's Book of the Artists.  
Dunlap's Rise of the Arts of Design, 2 vols., 1834.  
Diapason (Song-Book), George F. Root, Chicago.  
Gautier's Mlle. de Maupin, Vizetelly's ed.  
Centenary of Declaration of Independence, illus.  
Daphnis and Chloë, trans. of Amyot's version.  
Prime's Along New England Roads.  
McCrary's South Carolina, 4 vols.  
Winsor's Westward Movement and Mississippi Basin.  
Walisevski's Catharine II and Story of a Throne.  
Riker's Annals of Newtown.  
Cherubini's Manual of Counterpoint.  
Despard's Textbook of Massage.  
Bligh's Desire for Qualities.

**Cossitt Library, Memphis, Tenn.**

Parsons, Admiralty, Little, Brown Co.

**Crotty Bros, Lansing, Mich.**

Bailey's Encyclopedia of Horticulture.

**M. Curlander, 26 S. Gay St., Baltimore, Md.**

Benedict Admiralty Reports, vols. 5 to 9 incl.

**Dawson's Book Shop, 518 S. Hill St., Los Angeles, Cal.**

Calif. Ry. Comm., 11th, 12th and 13th Reports.  
Calif. Ry. Comm. Report, 1879, 1899, 1900.  
Wylie, History of Protestantism.  
Kennard, Some Early Printers and Their Colophones.

## BOOKS WANTED—Continued

- Denholm & McKay Co., Worcester, Mass.**  
 With Sadi in the Garden, Edwin Arnold, Little, B.  
 Burton's Arabian Nights.  
 Romance of Business, Hoyt, Roycrofters.  
 Carolina Rice Pot, a cook book.
- Dixie Book Shop, 41 Liberty St., New York.**  
 [Cash.]  
 Lisle's Accounting.  
 Stock Exchange Listings, any bound vols.  
 Modern Business, 12 vols., old ed.  
 Commercial and Financial Chronicle, vol. 5.  
 Bolles' Financial History of U. S., 3 vols.  
 Harmonies of Political Economy, Bastiat.
- Dodd, Mead & Co., 443 4th Av., New York.**  
 My Lady of the Heavens, H. Rider Haggard, regular ed.
- Chas. H. Dressel, 552 Broad St., Newark, N. J.**  
 [Cash.]  
 Young, History of Chautauqua County.  
 Taylor, History of Great Barrington, Mass.
- The H. & W. B. Drew Co., Jacksonville, Fla.**  
 Wurt's Florida Digest, latest ed.
- E. P. Dutton & Co., 681 5th Av., New York.**  
 Bronson, The Red Blooded Reminiscences of a Ranchman.  
 Burke's History of Virginia, 4 vols.  
 Cabinet of Irish Literature, 4 vols.  
 Cumming, Wild Men and Wild Beasts.  
 De Goncourt, Germinie Lacerteaux.  
 De Goncourt, Madame du Barry.  
 De Goncourt, Sister Philomene.  
 De Goncourt, Love in the XVIIIth Century.  
 Frederick the Great, Oeuvres du Philosophe de Sans-Souci, Potzdam, 1760.  
 Peter Ibbetson, 1st ed.  
 Lawrence, Sons and Lovers, Kennerley.  
 Stendhal, The Chatreuse of Parma, 3 vols.  
 Sage, Dean, Salmon Fishing.  
 Thanet, A Step on the Stairs.  
 U. S. Navy Regulations, complete.  
 Whitman, Walt, Memoirs of Lincoln, printed on Japan vellum.  
 Wright, Beautiful Garden Flowers, in 2 vols.
- Eau Claire Book & Stationery Co., Eau Claire, Wis.**  
 Book of Knowledge, 1 to 10, cloth binding, Grolier Society.
- Eerdsman-Sevensma Co., 513 Eastern Av., S. E., Grand Rapids, Mich.**  
 Studien und Kritiken, theol. journal, complete set.  
 American Journal of Semitic Languages.  
 Zeitschrift für Wissenschaftliche Theologie.  
 Theologische Literatur Zeitung.
- "Financial," care of Publishers' Weekly.**  
 Listings New York Stock Exchange.  
 Obsolete Securities, Smythe.  
 Report of Indianapolis Monetary Commission.  
 Hunt's Merchants' Magazine.  
 Copper Handbook, 1916.
- H. W. Fisher & Co., 1629 Chestnut St., Philadelphia.**  
 Cities, A. Symons, Dutton.  
 Primitive Love and Love Stories, Finck.
- W. Y. Foote Co., University Blk., Syracuse, N. Y.**  
 The Book of Knowledge.  
 Life of Nancy Hanks.
- Fowler Bros., 747 S. Broadway, Los Angeles, Cal.**  
 Tin o'Clock, Whistler.  
 Kelly-Noble, Gynecology.
- The Franklin Bookshop, 920 Walnut St., Philadelphia.**  
 Sullivant, W. S., Musci and Hepaticae, N. Y., 1871.  
 Henshaw, Bibliog. Economic Entom., pts. 4, 5.  
 Phytopathology, set to date.  
 Botanical Gazette, vol. 8, no. 11, 1883.  
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- Crockett, May Margaret.  
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 Jepson, Arsene Lupin.  
 Vance, Big John Baldwin.
- Wm. J. Gerhard, 2005 Brandywine St., Philadelphia.**  
 Canada: Geological Survey, Memoirs, 3, 29, 48, 49, 70, 71.  
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- Gittmans' Book Shop, 1225 Main St., Columbia, S. C.**  
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 Genealogies:—Wyatt, Bibb, Thompson Families.
- The Gleason Book Co., 104 Jay St., Schenectady, N. Y.**  
 Senancour, Any books by.
- Goodspeed's Book Shop, 5A Park St., Boston.**  
 Britannica, Original ed., India paper.  
 Brown, First Settlement of Schoharie Co., N. Y.  
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 Wasson, Cap'n Simeon's Store.  
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- W. A. Gough, 25 W. 42d St., New York.**  
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 Tracts for the Times in Relation to African Labor, the Future Supply of Cotton and Popular Government in North America, N. Y., 1861.  
 Charge of Mr. Justice Wayne of the Supreme Court to the Grand Jury of the Circuit Court for the Southern District of Georgia, Savannah, 1859.



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The Masked Lady of the White House.  
Goss, Soldier's Story of His Captivity.  
Harris, A Prison Life in the Tobacco Warehouse.  
Gerstacker, Fred., Amerikanisches Sklaveneben.  
Pamphlets on the Ku Klux Klan.  
The Trial of William Smith for Piracy.  
Blais, Notes on Dancing.  
Keat's Letters, Scotch ed.  
Paterson's Educational Directory for 1916.

## Benj. F. Gravely, Martinsville, Va.

Geo. O. Curme, Grammar of German Language, second-hand.

Fred Hagen, 614 18th St., Milwaukee, Wis.  
American Home and Farm Cyclopedia, Allen.

## Hall's Book Shop, 384-390 Boylston St., Boston, Mass.

Chrysotile Asbestos: Its occurrence, exploitation, milling and uses, pub. by Dept. of Mines, Ottawa, Canada.

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Supreme Test.  
Thalassa.  
Doubtful Character.

## Harper &amp; Brothers, Franklin Sq., New York.

The Mystery of Choice, Robert W. Chambers.  
Life of Disraeli, W. Meynell.

## Harvard Co-Operative Soc., Inc., Harvard Square, Cambridge, Mass.

John Morley, English Writers.  
Moore, Digest of International Law.  
Whitelaw Reid, After the War, 1865.  
The Nation, Sept. 11, 1913.  
Liddell, English Poetry.

## Charles F. Heartman, 36 Lexington Av., New York.

Mat. Medley, The Fool's Opera, 1731.  
L. Evans, Geographical Essays, 1755; must have map, but can be imperfect otherwise.  
Simcoe, Journal, original ed.  
Revolutionary Orderly Books.  
Early American Plays.  
Early American Poetry.  
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Priest, Stories of the Revolution Pamphlets.  
Pennsylvania and Maryland Boundary Disputes, anything before 1760.  
Indian Treaties, original eds.  
Evans, Pedestrian Tour, 1819.  
Bartlett, John Carter Brown Catalogue.  
Wilkes, Oregon.  
Twiss, Oregon.  
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Philistine, vol. 1.

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The Near East from Within.  
Herndon's Lincoln, vol. 3, blue cloth.  
M. G. Lewis's The Monk.  
William Dean Howells, 1st eds. of.  
Turnbull, F. L., The Catholic Man: A Study, Boston, Lothrop, 1890.

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J. Miller's Pacific Poems, 1870.  
J. Miller's Specimens, 1868.  
J. Miller's Unwritten History: or Life Among the Modocs (with Percival Mulford), Hartford, Amer. Pub. Co., 1874.  
J. A. Noble's Impressions and Memories O. W. Holmes, N. Y., Putnam, 1895.  
Wm. D. O'Connor's The Good Grey Poet, N. Y., 1865.  
T. Powell's The Living Authors of America, 1850, ser. 1, N. Y., 1850.  
W. M. Salter's Walt Whitman, Phila., Weston, 1899.  
R. H. Stoddard's Foot Prints, N. Y., Spalding & Shepard, 1849.  
B. Taylor's Joseph and His Friend, N. Y., Putnam, 1871.  
B. Taylor's Ximena; or, The Battle of Sierre Morena, and Other Poems, Philadelphia, Hooker, 1844.  
Wm. R. Thayer's The Influence of Emerson, Boston, Cupples, 1886.  
C. C. Whittier's Genealogy of the Whittier Family, 1622-1882, Boston, 1882.  
Wm. Winter's English Rambles, Boston, Osgood, 1884.  
Viariis, L'art de déchiffrer les dépêches secrètes, Paris, 1895.  
Gioppi, L., La Critto Grafia Hoepli Manual Series.

## Himebaugh &amp; Browne, 471 5th Av., New York.

Balzac, Definitive ed., as new condition, any binding.  
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Note Book of Northern Spain, Huntington.  
Balzac, Dent ed., 40 vols., cloth.

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East of the Sun and West of the Moon, illus. Kay Neilson.

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Archives Internal Medicine.  
Journal of Physical Chemistry, vol. 20.

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Coburn, Swine in America, 1909.

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Am. Inst. of Mining Engineers, Trans., vols. 41, 45, 49, 50, 52 to date.

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*Christian Examiner*, vols. 28, 29, 35.  
*Am. Monthly Mag.*, Wash., D. C., vols. 7, 19, 21, 37.  
*National Magazine*, N. Y., vol. 12.  
*Am. Hist. Review*, N. Y., 1897, 1898.  
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**Charles E. Lauriat Co., 385 Washington St., Boston.**  
 Rough-Riders of the Pampas, Brereton.  
 Widowhood of Queen Victoria, Jerrold, Putnam.  
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 Glories of Divine Grace, Scheeben, Benziger.

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 Trent, Southern Statesmen.  
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 Henkel's Auction Sale Catalogues, nos. 201, 643, 709.  
 Butler, J. G., Presidents I Have Seen.  
 Casey, R. E., ed., Declaration of Independence.  
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 Pamphlets Relating to George Washington.

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 Flags of the World, Past and Present, N. Y., 1915, W. J. Gordon.

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*American Veterinary Review*, 3-11, 14-19.  
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 Shefer, Text Book of Physiology, 1898 or 1900.  
 Whewell, History of Inductive Sciences.  
 Jones, History of Juniata Valley.  
 Davis, Peat: Its Origin, etc., in Michigan.  
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Audubon, Birds of America, Original Double Elephant Folio ed., 4 vols.

**Marietta Grocery Co., First Nat. Bank Bldg., Marietta, O.**

R. K. Meade's Design and Equipment of Small Chemical Laboratories, 1908.  
 Erdman's Chemical Preparations.  
 Electrical Designs, by various authors.  
 Austin's Notes for Chemical Students.  
 O'Brine's Laboratory Guide.

**Martin & Allardyce, Room 23, Appleby Bldg., Asbury Park, N. J.**

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 The Nile Tributaries of Abyssinia, Sir Walter Baker.

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Carroll of Carrollton, Latrobe.  
 Hough, American Biographical Notes.

**New York State Library, Albany, N. Y.**

Keats' Complete Works, ed. H. Buxton Forman, 5 vols., Crowell.

**Miss Newell, 1382 Massachusetts Av., Cambridge, Mass.**

A. Trollope, Autobiography, 2 vols., London.  
 Rejected Addresses, 1812, London.  
 Cibber, Apology, 1740 and 1822.  
 Horace, Baskerville, 1762.  
 Aesop, Fables, Baskerville.

**Newbegin's, San Francisco, Cal.**

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Wood's History of Albemarle County, Va.  
Poor's R. R. Manual, 1915.

**Noble & Noble, 31 W. 15th St., New York.**

The Catalogue of the Batrachia Salientia in the Col-  
lection of the British Museum, G. A. Banlinger,  
1882, London.  
The Catalogue of Lizards, G. A. Banlinger, 3 vols.  
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Alberti, De Pictura, French trans. from Latin, Pope-  
lin, Paris, 1868; or Italian trans. by C. Bartoli  
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1804; or English trans. from Italian trans. of C.  
Bartoli by T. Leoni, Ital. and Eng., London, 1739.  
Armenini, Giovanni Battista, De' veri precetti della  
pittura, con note de S. Ticozzi, Pisa, 1823.  
Baldinucci, Vocabolario Toscano dell'arte del disegno,  
2 vols., Milano, 1809.  
Baldinucci, Notizie de' proferson del disegno da Cim-  
abue, 6 vols., Firenze, 1681-1728.  
Borghini, Raffaello Il Riposo, In cui della pittura e  
della acultura si favella, Milano, 1807.  
Dolce, Ludovico, Dialogo della Pittura, Eng. trans.  
by W. Brown, London, 1770; also his Dialogo . . .  
dei Colori Venetia, 1565.  
Dalbon, Les origines de la peinture a l'huile, Paris,  
1904.  
Eastlake, Materials for a History of Oil Painting, 2  
vols., London, 1847 and 1869.  
Eastlake, Contributions to the Literature of the Fine  
Arts, 2 vols., London, 1870.  
Emeric-David, Discours historiques sur la peinture  
moderne, Paris, 1812.  
Guicciardine, Descrittione di Tutti i Paesi Bassi, Ant-  
werp, 1567.  
Hollanda, Francesco de, Da Pintura Antiga, ed. by  
J. de Vascovicellos, Oporto, 1896.  
Hoogstraten, Samuel van, Inleyding tot de Hooge  
Schoole der Schilder koust, Rotterdam, 1678.  
Houbraken, De groute Schouburgh an Nederlantsche  
Koutschilders en schilderessen, 3 vols., Amsterdam,  
1718; or German trans. by A. von Wurzbach, pref-  
erably.  
Lomazzo, Giovanni Paolo, Trattato dell'arte de la  
pittura, Eng. trans. by Richard Haydocke, Oxford,  
1598; or 3 vols., Roma, 1844.  
Lomazzo, Idea del tempio della pittura, Bologna, 1785.  
Mander, Carel van, Het Schilder-Borck . . . den  
Grondt der Edel vry Schilderconst, Traduction par  
H. Humans, Paris, 1884-85.  
Michiel, Marcanton, Notizia d'opere del Disegno, Eng.  
trans. by P. Mussi, ed. by G. C. Williamson, 1903.  
Naples Ms., c 14th century, ed., Italian and French,  
Salazaro, 1877.  
Tambroni, Cav. Guiseppe, Di Cennino Trattato della  
pittura messo in luce la prima volta, con amotazioni  
dal Cav. G. Tambroni, Roma, 1821.  
Pacheco, Francisco, Arte de la pintura, su antiguedad  
y grandezas, Madrid, 1871.  
Palomino de Castro y Velasco, Don Antonio, El museo  
Picorico y Escala optica, 3 vols., Madrid, 1795-97.  
Boxchini, Marco, Le ricche minere della pittura, Ven-  
ezia, 1574.  
La carta del navegar; pittoresco dialogo tra un sen-  
ator deletante e un professor de pitura, Venetia,  
1660.

**Old Corner Book Store, Springfield, Mass.**

N. Y. State Hist. Association, vols. 4, 5, 8.  
Vermont Historical Gazetteer, vol. 3.

**Pearlman's Book Shop, 931 G St., Northwest,  
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elektrischen Entladung, Hugo Spiel, Leipzig, 1911.  
Illustrated Bible, Gustav Doré, reproduction complete.  
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beth, Mark Twain.  
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